

**Job Title:** Territory Sales Manager - Midwest  
**Department:** Sales & Marketing  
**Reports To:** Regional Sales Manager

**Shift:** 1  
**Location:**  
**FLSA Status:**

## Position Purpose

- The Territory Manager is responsible for handling all accounts both existing and potential within an assigned geographic territory (MO, IA, KS, NE with possible addition of SD/ND to be determined) and is responsible for developing an efficient and effective sales plan using all resources made available that meet the monthly and annual revenue/volume goals of the company.

## Essential Duties & Responsibilities

- Develop and execute a Business Plan and strategy that will ensure full achievement of monthly and annual quotas.
- Manage and support territory based independent sales agent/partners in the execution of the strategies required to achieve the Business Plan
- Identify, qualify, develop, sell, & service new clients.
- Develop an intimate knowledge of customer and market needs to assist in market research, provide input into promotional materials, and participate in pricing and product development strategies
- Manage and optimize the business potential of all existing clients.
- Develop and effectively write business correspondence and/or deliver sales presentations
- Communicate, coordinate, and update with other departments to ensure error free service delivery to new and existing clients including all new client on-boarding paperwork necessary
- Effective planning and time management of weekly outside sales calls and consequent follow up.
- Timely, thorough, and accurate preparation of all required departmental reports i.e. sales calls, forecasts etc.
- Attend and participate in all required trainings and meetings.

## Knowledge / Skills / Abilities

- Highly driven, self-motivated, and able to work under pressure with minimal supervision.
- Energetic and friendly with excellent verbal and written communication skills.
- Strong negotiation and problem solving skills.
- Strong quantitative, analytical, and strategic thinking skills.
- Excellent attention to detail with a sense of urgency to meet tight deadlines.
- Excellent customer service skills with a history of exceeding customer's expectations.

## Qualifications / Prior Experience

- Education: B.A. /B.S. in Business or related field is required.
- Licenses/Certificates: Valid state issued driver's license, and clean DMV record.
- Experience: A minimum of 10 years of successful outside sales experience and business development in window and door hardware products desired.

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## **Work Environment / Other Requirements**

- Prefer candidate to reside in Kansas City or St. Louis area.