

## **Territory Sales Manager**

### **SUMMARY**

The Territory Sales Manager is responsible for generating new business and penetrating all assigned accounts by developing strong relationships to achieve profitable revenue growth. The Territory Sales Manager partners with established internal teams to grow sales among current customers and seeks to develop relationships with new customers. The Territory Sales Manager needs to be an autonomous go-getter who strives for excellence while being able to stay well organized and pay attention to detail. We are seeking a motivated Territory Sales Manager to assist our business development coordinators in driving sales growth and expanding our business. The Territory Sales Manager will initiate contact with customers and prospects, generate leads and sales, conduct on-site presentations, consultations and maintain relationships with existing clients by addressing their needs in the field. To excel in this role, you will enjoy working in a fast-paced work environment, have excellent people skills, and be comfortable pitching and presenting to customers regularly.

### **Key Responsibilities:**

- Determine, prepare and present the appropriate solution to each account and review how W.T. Hight Company can add value by helping with each account's purchasing needs.
- Create a territory plan that identifies target accounts, maintains existing accounts, optimizes call routes, maximizes time in the field and ensures you are delivering and executing a sales plan that meets or exceeds stated performance targets.
- Consistently maintain account and customer contact and record follow up details in W.T. Hight's CRM/ERP system.
- Proactively drive sales with each account while utilizing a wide array of available communication channels to maximize revenue.
- Create and implement sales strategies and identify new markets to enter.
- Conduct market research to identify new business development opportunities.
- Build effective relationships with customers via email, phone and in-person.
- Fulfill on-site customer meeting requirements set up by Inside Sales team.
- Consistently maintain account and customer contact and record follow up details in W.T. Hight Company's CRM/ERP system.
- Create and maintain client databases and mail lists (FreshSales CRM)
- Generate and present customer proposals.
- Proactively drive sales with each account while utilizing a wide array of available communication channels to maximize revenue.
- Track submitted proposals and provide feedback to management.

## **Position Requirements:**

- 2-3 years of sales or relationship building experience.
- Excellent presentation, verbal and written communication skills.
- High integrity in all business dealings.
- Strong time management and organizational skills.
- Total autonomy with the ability to work well in teams.
- The ability to overcome objections repeatedly without becoming easily frustrated.
- High School Diploma, GED, two- or four-year degree preferred.
- A valid driver's license.
- Ability to travel and have occasional overnights (dependent on territory).

## **All Candidates must demonstrate ability to:**

- Grow revenue to specified thresholds.
- Drive a personal vehicle within assigned sales territory.
- Achieve or exceed stated metrics of daily calls, customer face time, and reporting tasks.
- Regularly exercise independent judgment and discretion when interacting with all accounts and determining product and service offerings.
- Effectively use quantitative skills to report accurate information on overall results of customer interactions.
- Understand buying decisions, buying process and cash flow dynamics of aligned customers.
- Understand and implement selling techniques: cold call, follow-up, presentation, overcoming objections.
- Identify opportunities, negotiate and manage sales; manage business needs and cost requirements.

## **Benefits**

- *Benefit Package*- W.T. Hight Company provides a comprehensive benefits package including healthcare, dental, a 401(k) plan, paid time off and a healthy work/life balance.
- *Friendly Environment*- We provide a close knit, positive work environment with a friendly management team.
- *Leadership Access*- This role will have direct access to the company management team who is open to new ideas and strategies.
- *Autonomy*- We're looking for guidance and execution vs. waiting for our direction.
- *Growth and Experience*- We're at the early stages of our digital transformation and the opportunities for career growth are endless.

## About W.T. Hight Company

Originating in Boston, MA in 1866, W.T. Hight Company is a distributor of casters, wheels, shelving, industrial storage systems and many other material handling products. The business has grown over the past several years, acquiring Deluxe Systems in 2019 and starting our e-commerce store [castercentral.com](http://www.castercentral.com) in 2022. Our employees are committed to providing the highest caliber of service and products in our industry and for our customers who rely on us for their material handling needs year after year. Learn more about our businesses and products at:

- <http://www.wthight.com/>
- <http://www.deluxesystems.com/>
- <http://www.castercentral.com/>