

Territory Sales Manager	
DEPARTMENT: Sales	LOCATION: United States
REPORTS TO: Regional Sales Manager	FLSA STATUS: Exempt
POSITION PURPOSE:	
The Territory Manager is responsible for promoting BILCO products to architects and engineers and working with various customer groups to secure business to meet Company sales goals.	
ESSENTIAL DUTIES & RESPONSIBILITIES:	
<ul style="list-style-type: none"> • Assist in the development and execution of a Business Plan and strategy to help achieve Company sales and marketing objectives. • 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 customers, reps and specifiers. • 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 • Develop extensive knowledge of BILCO competitors and the strengths and weaknesses of their product lines. • 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, meetings and trade shows. 	
KNOWLEDGE / SKILLS / ABILITIES:	
<ul style="list-style-type: none"> • 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:	
<ul style="list-style-type: none"> • 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 5 years of successful outside sales experience and business development in construction industry desired. • Prefer candidate to reside in New Haven area. 	

The above statement reflects the general details considered necessary to describe the principal functions of the job identified, and shall not be construed as a detailed description of all the work requirements that may be inherent in the job.

Please send resumes to Maren McCleish at maren.mccleish@amesburytruth.com