

## **Job Description- TSM Florida**

A large manufacturer of door and window hardware is looking for a Territory Sales Manager to handle all accounts, both existing and potential, within an assigned geographic territory (Florida) 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.

### **Responsibilities**

- Develop and execute a Business Plan and strategy that will ensure full achievement of monthly and annual quotas.
- Identify, qualify, develop, sell, & service new clients.
- Manage and optimize the business potential of all existing clients.
- Communicate and coordinate with other departments to resolve service problems
- Effective planning and time management of weekly outside sales calls and follow up.
- Timely, thorough, and accurate preparation of all required departmental reports.

### **Skills**

- 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**

- Education: B.A. /B.S. in Business or related field is preferred
- Licenses/Certificates: Valid state issued driver's license, and clean DMV record.
- Experience: A minimum of 5 years of successful outside sales experience
- Experience in the window and door hardware industry is desired, but not required.
- Travel of 1 to 2 nights a week
- Project management skills a plus