

Summary

Job Title: Territory Sales Manager

Department: Sales

Job Location: Cedar Falls, Iowa

Reports To: Director of Business Development

Classification: Exempt, Outside Sales

Job Summary

The Territory Sales Manager will oversee sales activities within a defined territory.

Essential Functions

Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

1. Develops and executes an aggressive sales plan for their assigned territory with a strong focus on new business development.
2. Visits dealers and prospect dealers in the assigned territory on a regular basis.
3. Cultivates a high-performing dealership network.
4. Supports dealers through the life cycle of the sales process by providing expert consultation.
5. Prepares and executes promotional campaigns and trade shows.
6. Works trade shows and other events at dealers as a Giant by Tobroco representative.
7. Performs other duties as assigned.

Job Requirements and Qualifications

Education and Experience

1. At least 3 years' experience in outside sales and/or compact equipment required.
2. A valid Driver's License is required.
3. Bachelor's degree in related field preferred.
4. Previous management experience preferred.

Knowledge Requirements

- Excellent interpersonal, negotiation, and customer service skills, with the ability to communicate effectively at different organizational levels.
- Strong analytical and problem-solving skills.
- Strong supervisory and leadership skills.
- Proficient with Microsoft Office Suite or related software.

Other Information

- **Supervisory Responsibilities:** The Territory Sales Manager has no supervisory responsibilities.
- **Work Environment:** This position operates in a professional office environment.
- **Physical Demands:** This position is largely a sedentary role; however, routine use of standard office equipment such as computers, phones, photocopiers, and filing cabinets is required. While performing the duties of this job, the employee is regularly required to talk and hear. The employee is routinely required to stand, sit, use hands to finger, handle or feel, reach with arms and hands, lift files, open filing cabinets and bend as necessary. Visual acuity is required to perform computer work, analyze reports, and operate a motor vehicle. This position requires the ability to occasionally lift office products and supplies, up to 20 pounds. The Territory Sales Manager may be subject to hazards, including moving mechanical parts, moving vehicles, and exposure to chemicals, while on the shop floor.
- **Position Type/Hours of Work:** This is a full-time position, and typical work hours and days are Monday through Friday, 8:00 a.m. to 5:00 p.m. Responsibilities occasionally may require irregular hours as deemed necessary. This may include an adjusted work schedule, long days, and early morning or late evening hours. Some flexibility in hours is allowed, but the employee must work a minimum of 40.0 hours each week to maintain full-time status.
- **Travel:** Extensive domestic travel (50-70%) and occasional international travel is expected for this position.
- **Other Duties:** The statements contained in this job description reflect general details as necessary to describe the principal functions of this job, the level of knowledge and skill typically required, and the scope of responsibility. It should not be considered an all-inclusive listing of work requirements as individuals may perform other duties as assigned.

Signatures

This job description has been approved by all levels of Giant Management:

President: _____

Date: _____

Employee signature below constitutes employee's understanding of the requirements, essential functions, and duties of the position.

Territory Sales Manager: _____

Date: _____