

## **TBEI**

### **Job Description**

**Job Title:** Territory Manager  
**Department:** OX Bodies Sales Team  
**Reports To:** VP/General Manager TBEI  
**FLSA Status:** Exempt  
**Prepared By:** Director of Human Resources  
**Prepared Date:** December 05, 2017

#### **SUMMARY:**

Responsible for all aspects of the selling process to national accounts, OEM dealerships, and direct customers within an assigned territory. Increase the sales of existing customers as well as new customers to grow market share to meet goals and objectives. Provide sales and product training to all customers on a continuous basis. Work closely with marketing and operations personnel to assist in development and execution of Marketing/Sales strategies. Sales performance will be measured on a territory's growth of total sales dollars and gross profit margins.

#### **ESSENTIAL DUTIES AND RESPONSIBILITIES:**

Responsible for meeting customer needs by:

- Establishing and maintaining new and existing customers through company visits and contact calls. End-user pull through sales programs through our dealer direct network.
- Presenting product information to increase and maintain sales
- Training dealer sales staff on products, demonstrations, and dealer/prospect calls
- Accurately completing estimates and developing customer sales programs when needed
- Assisting with customer service including: follow up on customer complaints, troubleshooting, distributing product literature and prices changes, and warranty calls
- Completing dealer call reports, sales forecasting, and assisting with maintaining competitor files
- Demonstrating products and working trade shows
- Other duties as assigned

#### **QUALIFICATIONS:**

1. Bachelor's Degree or equivalent experience.
2. Valid Driver's License with good driving record.
3. Ability to deal calmly and effectively with customers promoting positive company image.
4. Excellent communication, presentation skills.
5. Basic computer skills (Knowledge of Word, Excel, Access, & PowerPoint preferred).
6. Ability to travel 75-80% of the time.
7. Ability to attend and participate in required company meetings.

8. Must be a team player that maintains high integrity while meeting company goals.
9. Ability to train dealers and customers as needed.
10. Knowledge of truck equipment industry preferred (major competitors, their products, and knowledge of dealer forecasting).
11. Technical knowledge preferred (in hydraulics, steel, various reports creation and calculations, Commercial Driver's License).
12. Three to five years' sales experience preferred.