

## TBEI

### Job Description: **Territory Manager – Ox Bodies Sales Team**

#### Territory Manager Duties:

- 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

#### Job Requirements:

- Bachelor's Degree or equivalent experience.
- The territory for this area is Texas, Oklahoma, Arkansas, Kansas, Missouri, Iowa, and Nebraska.
- Ability to travel 75-80% of the time.
- 2 + years of sales experience
- Ability to train dealers and customers as needed.
- Knowledge of truck equipment industry preferred (major competitors, their products, and knowledge of dealer forecasting).
- Technical knowledge preferred (in hydraulics, steel, various reports creation and calculations, Commercial Driver's License).
- Valid Driver's License with good driving record.

Tools Used: Computer, Laptop computer, MS Office (software), printers, copiers, fax machine, calculator, and cell phone.

Environment: Office area and remote locations