

# Territory Sales Engineer

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## Job description

IRMCO, a manufacturer of metalforming lubricants is seeking a customer-oriented Industrial Sales Territory Manager. This position is a full-time opportunity in a growing, Industrial oriented organization. We provide a great environment for our employees to succeed by having superior products, stable leadership, exceptional after-sale support, an experienced team and a terrific 100+ year reputation. We are the foremost leader in the Industrial Metal forming industry and need an experienced Industrial Territory Manager to manage customer relationships and sales within an assigned territory. We have established industrial territories available in the Mid-west and the south.

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## Key Duties and Responsibilities

- Understands industrial sales and has the ability to navigate industrial companies to contact and present IRMCO products.
- Develops and executes Annual Revenue Development Plan to assist in obtaining sales goals.
- Develops new customers within assigned territory; services establish customers in the territory.
- Monitors customer preferences to determine focus of sales efforts.
- Completes operational duties, including paperwork and sales reports.
- Works with sales manager to recommend strategies and programs to increase sales.
- Attends tradeshow, networking and sales events to promote product and services.
- Keep abreast of industry trends, competitive activity and client opportunities

## Key Requirements

- 3-5 years minimum of industrial sales experience.
- Demonstrated history of growing sales and developing territories.
- Stamping industry knowledge a plus
- Mechanical and/or chemical aptitude
- B.S./B.A. Degree
- Valid drivers license
- Competent computer and reporting skills
- Able to travel 30% of the time

## IRMCO Offers:

- Competitive compensation based on salary and commission
- Benefit package including medical, dental, vision, 401K, PTO
- Car allowance
- Culturally advanced company