



Territory Sales Manager

Job description

Responsible for managing the field technical sales and strategic product application priorities at customers and prospects within North American Sales Regions.

Industry: Chemicals, Automotive, and Mechanical or Industrial Engineering

Employment type: Full-time

Experience: Mid-Senior level

Job function: Sales, Engineering, Marketing

ESSENTIAL FUNCTIONS:

To deliver a global standard of customer sales & service excellence and good brand differentiation by using action steps in sync with IRMCO's corporate Mission Statement.

Technical Sales & Service

- Identify opportunities for core sales expansion by qualifying prospects through fact finding and needs assessment stages.
- The responsibilities of the Technical Sales Manager is to increase and manage sales in a designated territory with the goal of significantly increasing penetration into that market. This position will be responsible for maintaining/growing business with established customers and developing business with new customers.
- Assist at customer trials and make regular follow-up visits to determine how well IRMCO technology is meeting customer objectives and proposed value.
- Respond promptly to technical service, product selection and training requests.
- Maintain accurate customer technical service performance records through database input.
- Assist Regional Directors with technical reporting of documented IRMCO value using standardized reporting methods.
- Overnight travel as much as 40%

Market Knowledge

- Conduct weekly telephone Sales Funnel updates with Manager.
- Keep up with industry news journals, technology developments and product application techniques.
- Whenever possible, gather market intelligence by collecting competitive samples, pricing, data sheets, MSDS's, customer parts and field photos and communicate regularly with Lab Team.



- Promptly submit updated customer ROI's and business case studies as soon as they develop.
- Coordinate the market introduction of new products with the IMC.

Compensation

- A blend of competitive salary, percentage of total sales dollars and IRMCO share value, along with standard benefits. Car allowance provided

JOB QUALIFICATIONS EDUCATION AND EXPERIENCE:

Essential

- 5 Years Minimum Industrial Technical Sales
- Good Mechanical and Chemical Aptitudes
- B.S. or B.A. Degree
- Valid Driver's License
- Competent Computer and Reporting Skills
- Willing and Able to Travel Overnight
- Strong Ethical and Moral Character
- Results Focused