

# Territory Sales Manager – NY and PA – Alleghany

Reports to: Regional VP of Sales

Date: January 30, 2018

Department: Sales and Marketing

FLSA: Exempt

Do you love to win? Are you passionate about sales? Are you self-motivated to achieve success? Does the opportunity to shine in sales excite you? Do you have an entrepreneurial attitude? Would you like to excel in an environment of high growth and high expectations? Are you passionate about cultivating relationships? Do you care to make a difference for customers, others and yourself?

If you can demonstrate your extraordinary successes in the areas above, then we would love to hear from you!

You'll drive new initiatives and lead legacy efforts instrumental to our journey to achieving our \$100 million dollar goal. You will have the opportunity to grow!

Showdown Displays and Creative Banner Displays are headquartered in Brooklyn Center, MN. We are a privately held, domestic manufacturer and supplier of visual communication, event and display products. Our products are marketed through a family of brands including Showdown Displays and Creative Banner Displays. We invite and encourage you to view our products on our websites: [www.showdowndisplays.com](http://www.showdowndisplays.com) and [www.creativebanner.com](http://www.creativebanner.com).

We have been named as an industry best-employer and we are consistently listed to Inc. Magazine's list of the 5000 fastest growing companies in the U.S. In 2014 we were named Manufacturer of the Year: Minnesota Business Magazine and most recently "Best Places to Work" by Minneapolis/St. Paul Business Journal. We believe in providing growth opportunities while sharing financial success with our team members and our community.

Take moment to think about what you want in your life and career. If that vision includes being part of something meaningful, something exciting, something rewarding something growing and something fun, then this is the opportunity for you.

**Job Summary:** The Territory Sales Manager has primary accountability of the reseller relationship and results within an assigned geography. This role will manage approximate annual revenues of \$1.5 to 3 Million covering the majority of New York state and the state of Pennsylvania.

## **Essential Functions:**

Essential functions as defined are ILLUSTRATIVE ONLY and not a comprehensive listing of all functions and duties performed by incumbents within this classification. To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions of this position. Essential duties and responsibilities **may** include, but are not limited to, the following:

- Primary account responsibility within the assigned geography for those accounts that are recognized at CPP and above status in Sales Force, or those prospects expected to achieve that status
- Partner with assigned Inside Sales Representative to manage all accounts within the assigned geography

- Determine strategy to manage accounts and set objectives to achieve results in assigned geography
- Interact and communicate with the clients in the assigned geography on a regular basis to determine changing needs
- Conduct market analysis and research the factors impacting buying decisions in the assigned geography
- Manage conflict and negotiate sales discussions
- Follow-up on missing or delayed shipments and work with internal employees to correct errors
- Provide information and assistance to billing
- Report account problems to RVP of Sales
- Research and respond to order status inquiries, inventory and lead time inquiries and expedite requests, sample request and pricing-quote requests
- Interact with assigned accounts by phone, email and in-person
- Accurately and timely input necessary information; leads, contacts, accounts, calls, quotes, emails, etc. into Salesforce CRM
- Ensure collateral requests, sales kits and promotional material are accurately and timely delivered to assigned accounts
- Establish customer relationship/partnership
- Understand customers' buying processes in assigned geography
- Implement annual budget for accounts in assigned geography including targeted growth at existing accounts as well as prospective accounts
- Approximately 75% travel within assigned geography is required
- Set and accomplish quarterly ROCKS per the TRACTION model
- Contribute to the successful completion of Department and Corporate quarterly ROCKS where applicable
- Attend/participate in trade show events per the annual, approved Marketing Events calendar, as well as other trade shows and company events as directed by the VP of Sales
- All other duties as assigned by (R)VP of Sales

### **Skills/Experience Required**

- Bachelor's degree in business or equivalent
- Promotional, Large Format and/or Commercial Printing Sales experienced required
- Residence is required within the assigned geography
- Ability to travel within assigned geography
- Proven track record of excellent management and growth of accounts
- 3-5+ years solid sales experience
- Salesforce CRM experience is preferred
- Demonstrated ability to open new accounts
- Excellent negotiation skills
- Excellent customer relationship management
- Project management skills
- Commitment to customer satisfaction
- Demonstrated business acumen
- Ability to recognize customer needs and emerging trends
- Excellent verbal and written communication skills
- Solid presentation skills

### **Physical Demands and Work Environment:**

The mental and physical requirements described here are representative of those that must be met by an individual to successfully perform the essential functions of this position. While performing the duties of this job, the employee is regularly required to sit for long periods of

time; talk or hear; perform fine motor, hand and finger skills in the use of a keyboard, telephone, or writing. The employee is frequently required to stand; walk; and reach with arms and/or hands. Specific vision abilities include close vision, distance vision, depth perception and the ability to adjust focus. The employee will spend their time in an office environment with a quiet to moderate noise level.

The work environment characteristics described here are representative of those an individual encounters while performing the essential functions of this position.

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

**Necessary Attributes:**

Must possess our Core Values: Passion for Excellence, Accountability, Respect, Innovation, Teamwork and Integrity

\*This document does not create an employment contract, implied or otherwise, other than an "at-will" employment relationship. Sign-Zone retains the discretion to add duties or change the duties of this position at any time.