



Intellihot

Territory Manager - multiple positions available based on geographic location

Position Summary

The territory manager is responsible for executing and managing sales activities within a defined geographical territory to increase market share.

Essential Responsibilities include but are not limited to:

- Building the business within the territory using a variety of sales techniques.
- Provide sales and technical training to Rep and Distributor personnel.
- Identifying target customers and channel partners.
- Cold calling companies within the territory to establish business relationships.
- Selling to mechanical and plumbing contractors.
- Conducting sales calls and “lunch & learn” presentations to mechanical engineering firms.
- Proactively manage channel conflict between direct sales, distributor(s) and Reps.
- Building and managing an opportunity pipeline using SalesForce CRM.
- Analyzing competitor activities in the region and assessing opportunities for business development.
- Attending relevant industry events and conferences to build business.
- Working closely with other territory managers and national account managers.
- Putting together sales strategies to target large accounts.
- Keeping up to date with industry news to identify opportunities for new business

Background Requirements

- 3+ years experience successful territory management selling technical products or services, preferably in the plumbing equipment or HVAC industry.
- Knowledge of the commercial construction industry, terminology and processes.
- Understanding of and comfort with mechanical equipment.
- Excellent people skills and the ability to build relationships with people at all levels.
- Professional written and verbal communication skills including group speaking.
- Ability to work, self-directed, in a fast-paced environment.
- Negotiation and consultative selling skills.
- Proven track record of building business and achieving sales targets.
- Ability to travel 40%.

Competencies

- Technical
 - Mechanical aptitude.
 - Familiarity with construction processes and terminology.
 - Customer & influencer roles, drivers.
 - Basic business acumen.
 - Industry contacts & relationships.
 - CRM, MS Office.
 - Pipeline management.
 - Forecasting experience.
- Personal
 - Verbal and written communication skills.
 - Public speaking, presentation skills.
 - Sales – counselor selling, solution selling, account management, etc.
 - Time management – self-directed.
 - Conflict management.
 - Indirect influencing.
 - Organization abilities.
 - Dealing with ambiguity.
 - Motivated - ambitious.