



Posting Date: 4/13/2017

Posting End Date: until filled

The following position is currently open. If you wish to apply, please submit your resume and cover letter to:
jobs@tectran.com

JOB TITLE: Territory Sales Manager - Eastern Central USA (West Virginia, Kentucky, Tennessee, Mississippi, and Alabama)

JOB TYPE: Full Time

GENERAL PURPOSE:

Tectran presently has a team of talented individuals who manufacture, warehouse and distribute parts for the Heavy Duty Truck and Trailer Market. While our primary manufactured products relate to air and electrical tractor-to-trailer connection lines, we also supply a range of over 7,500 parts to this market.

Our well positioned, rapidly growing manufacturing company requires a self-starting sales professional experienced within the heavy-duty truck and trailer equipment market, ideally with manufacturers or high level distributors or dealers, to manage the territory comprising the states of West Virginia, Kentucky, Tennessee, Mississippi, and Alabama. We are open to an individual who is experienced in selling and is mechanically oriented who has not accumulated experience directly within the industry depending on qualifications.

JOB PURPOSE:

Achieves sales target by arranging fleet specifications for our products, managing distributors; developing promotions; attaining sales quotas within the heavy-duty truck and trailer equipment transportation segment.

ESSENTIAL DUTIES AND RESPONSIBILITIES:

- Provide solutions to end user maintenance and operating problems using our array of products and services. To promote the pull-through demand of our products, this activity is of great importance and should consume a significant portion of your time.
- Maintain distribution channels by recruiting, selecting, orienting, training, encouraging and managing distributors.
- Accomplish distributor results by communicating expectations, planning, monitoring, and appraising results, coaching, and counseling distributors, initiating, coordinating and enforcing systems, policies and procedures.
- Develop promotions by setting goals with distributors, particularly as they pertain to the sale of our problem-solving products.
- Achieve sales objectives by setting quotas with distributors and presenting new products and their features and benefits to accounts.
- Participate in the sales accounts receivable function where needed and keeps an eye on customer operations and apparent financial health.
- Provide information to management by recapping promotional activity; reporting business opportunities, results, trends and competitive information.
- Maintain professional and technical knowledge by attending educational workshops, reviewing professional publications, establishing personal networks, bench-marking state-of-the-art practices, participating in professional societies and learning of competitor offerings, promotions and selling methods.
- Watch for evidence of trade dress/copyright/trademark/patent infringements found in the field and communicates this information to management.
- Use appropriate sales analysis tools to monitor sales activities and buying trends.
- Update CRM systems routinely.

SKILLS/QUALIFICATIONS

- Strong verbal and written communication skills and interpersonal skills.
- Hands-on experience with heavy duty equipment or light duty or automotive equipment would be a significant asset
- Excellent presentation skills.
- Must have the ability to interact with all levels of personnel, management and technical staff.
- Ability to take pride in and ownership of the work and see it through to completion.
- Willingness to learn and grow with our company.
- Extensive travel 70%+ per week.
- Able to quickly pick up on the training provided regarding our products, procedures, and the industry.
- Must be self-starting and able to work in a progressive manner with little supervision.
- Knowledge of the heavy-duty industry is not required, however a willingness to learn is a must.
- Knowledge of PC hardware and software includes MS Word, Excel, Power Point.

TECTRAN is an Equal Opportunity Employer. We offer a competitive benefits package with a generous employer contribution toward our group Health plan and Voluntary Dental, Life, Supplementary insurance plans. PTO, tuition and position relevant Certification and Education reimbursement