



## **Territory Manager - Dansville, NY 14437**

Salary Range - **\$42,500.00 - \$50,000.00 Base+Commission/year**

Position Type - **Full Time**

Education Level - **4 Year Degree**

Travel Percentage - **Road Warrior**

Base worksite: **New Milford, CT**

Territory covered: **Eastern New York (Hudson Valley and Albany up to the Canadian Border)**

- Answer customers' questions about services, prices, availability, or credit terms.
- Attend sales or trade meetings or read related publications to obtain information about market conditions, business trends, regulations, or industry developments.
- Compute and compare costs of services.
- Consult with clients after sales or contract signings to resolve problems and provide ongoing support.
- Contact prospective or existing customers to discuss how services can meet their needs.
- Create forms or agreements to complete sales.
- Develop sales presentations or proposals to explain service specifications.
- Distribute promotional materials at meetings, conferences, or trade shows.
- Emphasize or recommend service features based on knowledge of customers' needs and vendor capabilities and limitations.
- Identify prospective customers using business directories, leads from clients, or information from conferences or trade shows.
- Inform customers of contracts or other information pertaining to purchased services.
- Maintain customer records using automated systems.
- Monitor market conditions, innovations, and competitors' services, prices, and sales.
- Negotiate prices or terms of sales or service agreements.
- Quote prices, credit terms, contract terms, or fulfillment dates for services.
- Other duties as assigned by Manager.

## **QUALIFICATIONS**

- Self-motivated and willing to learn
- Takes pride in their work
- Adaptable to changing priorities
- Good work ethic and positive attitude
- Good communication skills
- High level of integrity
- Exceptional leadership and teaming skills
- Excellent sales and customer service skills with proven negotiation skills
- Excellent organizational skills and attention to detail
- Computer proficient
- Ability to successfully complete a pre-employment background investigation and drug test

## **EDUCATION**

- Bachelor's degree in Business, Sales, marketing, agronomy, or related field (preferred)
- At least three years of sales experience (preferred)
- Prior industry experience (preferred)
- Training in irrigation, turf, agronomy or landscape design (a plus)

## **PHYSICAL DEMANDS**

- High volume of travel to and from various customer locations

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