**SITECH South – Job Posting**

**Territory Sales Representative South Alabama\FL Panhandle Territory**

**ESSENTIAL DUTIES:**

* Grow sales for technology products in assigned region
* Consultative sales partner – build long term relationships with customers in assigned area
* Track and manage key projects across the assigned area - from bid stage to order close.
* Territory management – assure proper coverage of all key customers and jobs within assigned geographic area
* Product portfolio management – act as a trusted partner representing all new and existing product lines
* New product / service roll outs – be first to market by presenting customers new technology that betters their business
* CRM – input and maintain customer lists and quotations in Company’s Salesforce CRM software.
* Key account management – be responsible for all customers in the territory. Be adept in dealing with Company owners, managers and field personnel.
* Work with management on marketing ideas and programs.
* Sales forecasting, analysis, and territory administration.
* Active participation organizing, planning, and conducting, customer events in conjunction with Caterpillar Dealer partners.

**MINIMUM REQUIREMENTS:**

Education:

* BA/BS from an accredited school or equivalent experience preferred

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Work Experience:

* Minimum of 2 years of successful field territory sales experience in a business to business sales environment.
* Broad knowledge of the construction, surveying and/or engineering industries.
* Construction application\technical knowledge a plus.

Experience/Skill Requirements:

* Disciplined organizational and interpersonal skills, must demonstrate sound judgment and decision-making ability.
* Ability to grasp engineering and product application concepts easily.
* Strong Communication Skills – able to present Self and Company professionally and effectively to customers via telephone, in writing and especially face-to-face.
* Strong Organizational Skills (planning, directing, prioritizing, time management).
* Extremely comfortable working in outside sales environment, being on the road for a high percentage of time.
* Self-directed and self-disciplined, able to thrive working remotely, with little supervision.
* Be Versed in Office Software applications (Word, Outlook, Excel, CRM software)
* Demonstrated skills and abilities in pricing, distribution cost drivers and margin analysis
* Demonstrated ability in all aspects of key account management
* Highly motivated and Self-Disciplined, proven track record as an implementer.
* Proven record of professional growth and self-development, a continuous learner.

Physical:

Must possess a clean driving record. Must be able to lift up to 40 lbs.

Must be able to travel within a one state territory

Must be willing to travel overnight (15% overnight travel)

**This job description is not intended to be all-inclusive. Your supervisor may request and assign you similar duties**.