



Sales - Territory Manager (New York / New England) Snow Plow / Sander / Other Outdoor Power Equipment

We are looking for an innovative individual to communicate and execute the company's programs and policies to meet stated objectives. These objectives will include annual sales goals, product sales goals, new dealer recruitment, dealer development and the continuous upgrading the current dealer network.

RESPONSIBILITIES – To Company

- To understand all selling and marketing programs / products and to use these to develop a local plan to meet annual goals and objectives.
- Communicate your (KPM's) competitive uniqueness and value to your dealers.
- Be an active part of our customers business – on site calls should represent the majority of a Territory Manager's schedule - you are our outside presence.
- Help and direct the dealer to devote maximum effort and resources to our products.
- Know your territory. Manage your territory.
Where is the potential? Where do you need more dealers? (Replace / Geographic)
- Know your competition (pricing practices and products) and inform management of their activity in the marketplace.
- Represent yourself in a professional, truthful and ethical manner.

RESPONSIBILITIES – To Dealer

- To work together to establish sales goals for all products and provide market vision.
- To develop an "Action Plan" with top ten dealers to reach goals, (includes advertising, promotions, displays, demonstrations etc.)
- To proactively help the dealer manage, control and resolve dealer problems. (sales, operational, business finance)
- To train dealer and all sales personnel on the features & benefits of our products.
- To keep dealers informed about their major competitors. (products & operations)
- Monitor dealer's inventory and suggest action. (i.e. maintain proper inventory, place emphasis on slow moving merchandise.)
- Represent your dealers to the company and vice versa.

RESPONSIBILITIES – To Yourself

- Ensure balance through time management - maximize productivity .
- Identify which dealer's will and will not help you meet your goals.
- Have fun, enjoy your job.

REQUIREMENTS

- 3+ years of truck plow / sander experience – preferably wholesale and or retail.
- High school degree is required, 2 and 4 year college is preferred.
- Communication and follow through ability are a must.
- Mid to high level of proficiency with Microsoft based programs and applications (Excel, Word – others). Testing pre-employment will be done.
- Physical ability to use and operate snow plows / sanders and other forms of power equipment is required.
- Ability and willingness to work non-standard hours (to meet customer needs)
- Ability to travel the territory effectively – 2 to 4 nights per week. Most travel will be by truck.
- Must live in or near the Albany, NY – Springfield, MA corridor
- Clean DMV record