

## **Job Title – Territory Sales Representative**

Location – San Antonio, TX

Position Type – Full- Time

Reporting To: Managing Director

The primary focus of this position is to create sales opportunities and win business from targeted LED users, including sign companies, display manufactures, etc. This will require working with the company's distribution network daily to increase product awareness and build rapport with the distribution sales team. Successful job execution requires accomplishing the daily work flow, to include execution of the sales plan, product strategy and accomplishing the assigned sales goals.

## **RESPONSIBILITIES:**

- Achievement of sales goals.
- Develop annual business plan with account concentration and an opportunity pipeline that align with overall company objectives. The annual plan will require quarterly review and objective assessment.
- Track and communicate competitive factors, trends, issues and opportunities at a regional level.
- Through frequent travel and phone conversations, develop strong relationships with the company's sign customers along with distribution networks, including; regional management and sales.
- Build a strong understanding of the applications where the company's products provide the greatest benefit and value for the customer.

## **Requirements:**

- Meets or exceeds quota consistently
- Establishes clear and measurable objectives and actions.
- Must be self-motivated and able to independently manage various activities.
- Maintains detailed customer records on an on-going basis through a CRM software, and provides additional written detail on important customer developments or feedback by request. This includes providing monthly updates on sales-to-quota and market activities.
- Excellent presentation and written communication skills.
- Strong problem solving skills.
- Self-motivator with strong drive to achieve business objectives with a competitive spirit.
- Position involves approximately 75% travel

**PREFERRED QUALIFICATIONS:**

- Competitive spirit, especially when a member of a team
- 4-year degree a plus.
- 0 – 2 year industry business experience in sales, business development, key account management, or similar.
- Strong computer skills in MS Office suite (Outlook, Excel, PowerPoint).
- Signage experience a plus

**REV: 09/2017**