



Territory Sales Representative – West Coast

Job Description

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.

PERFORMANCE METRICS:

- 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.

REQUIRED BEHAVIORAL CHARACTERISTICS:

- Excellent presentation and written communication skills.
- Strong problem- solving skills.
- Self-motivator with strong drive to achieve business objectives.
- Competitive nature.
- Enjoys travel.

PREFERRED QUALIFICATIONS:

- 4-year degree.
- 3 – 5 years industry business experience in sales, business development, key account management, or similar.
- Strong computer skills in MS Office suite (Outlook, Excel, PowerPoint).

WORK LOCATION:

- Home Office Based
- Headquarters in San Antonio, TX
- Sales territory: West coast