



## POSITION DESCRIPTION

**POSITION TITLE:** Territory Manager – Upper Midwest Territory (Grain Systems)

**DEPARTMENT:** Sales Department

**REPORTS TO:** Sales Manager

### POSITION SCOPE:

The Territory Manager will prospect and develop new business and service a strong network of existing dealers in the Upper Midwest Territory. The Territory Manager is a base/commission/bonus position tasked with maximizing total customers and total revenue within the territory.

### Responsibilities:

- Service & penetrate existing accounts with Sioux Steel's products and services
- Provide focused retention and up-selling efforts across customers
- Prospect and add new dealerships and customers to the territory
- Provide leadership in identifying opportunities within the territory
- Partner with customer service representatives and corporate Sales Manager to maximize sales, retention, and revenue
- Minimum of 50% travel
- Focus on development and maintenance of key accounts
- Perform product in-service training to ensure customer/dealer satisfaction as needed
- Frequent market feedback on products, competition, and market conditions to Marketing, Sales Manager, and Engineering Department
- Develop and maintain territory specific information relative to competitors and distributors in the market mix
- Develop, maintain, and deliver accurate information on lost business
- Assist in the planning and implementation of Dealer meetings or other customer forums held in assigned territory
- Generate ideas that contribute to territory, business unit, company mission, and profitability
- Timely and accurate fulfillment of Sales Administration duties
- Expense reporting within guidelines outlined in Travel & Entertainment Policy
- Sales Call reporting
- Reporting on conferences, trade shows, and/or workshops
- Orderly management of Company assets
- Other projects and responsibilities as deemed necessary from the Leadership team

### Job Requirements:

- 5+ years' experience in an outside sales/service role
- Demonstrated record of achievement in prior sales position
- Ag related industry and experience working with dealer networks required
- Experience in Grain Bin equipment sales and/or construction preferred
- Impressive track record in sales role and managing multiple products
- Proven ability to close and manage relationships – both in person and electronically
- Experience managing territories, product penetration, and profitability
- Strong time management, communication, execution, and analysis skills required
- Excellent teamwork and ability to collaborate well with team
- Computer literate with knowledge of online quoting systems, CRM, word processing applications and Excel spreadsheets.
- Valid Driver's License required and Passport.