



**Sioux Steel Company**  
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**POSITION TITLE: Territory Manager – Southeastern United States**  
**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 Southeastern United States. 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 Livestock, Hiqual and ProTec brand 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 Director 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 Product Marketing and Product Managers.
- 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.

**Job Requirements:**

- 5+ years' experience in an outside sales/service role preferred.
- Demonstrated record of achievement in prior sales position.
- Ag related industry and experience working with dealer networks preferred.
- Impressive track record in sales role, 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 word processing applications and Excel spreadsheets.
- Valid Driver's License required.

Sioux Steel Products: Grain Storage (bins, flat storage, commercial); Livestock & Hiqual products; Koyker Loaders and attachments; Containment; ProTec Buildings; DSH products.

