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| **Title: Territory Sales Rep – North Central USA**  **Iowa, Missouri, Nebraska, Kansas** | **Revised: June 2022** |
| **Department: Sales** | **Reports to: VP – Sales & Marketing** |

# GENERAL SUMMARY

The Pacific Floorcare Territory Sales Representative is responsible for growing revenues and margins by developing a selective distribution network and cultivating business with end user commercial customers. Specifically, their primary functions in the pursuit of meeting or exceeding their revenue and margin goals are:

* Effectively driving sales with Distributor partners by establishing and measuring them to annual sales goals & objectives, implementing field marketing & sales strategies, delivering training & skill development programs and executing company sales policies & procedures.
* Prospect, target and develop new business opportunities with current and new strategic account or direct sales end user customers.

# SPECIFIC RESPONSIBILITIES

1. Develop territory sales strategy that drives a consistent sales pipeline to meet or exceed monthly revenue and margin targets.
2. Develop a selective distribution network within the territory that can support meeting current sales objectives and future growth goals.
3. Identify and target potential direct sales opportunities to achieve sales targets.
4. Manage and drive sales with territory distribution partners through training, prospecting, sales targeting, web site development, motivational techniques and field sales support.
5. Develop expertise in product applications and demonstration techniques.
6. Be able to communicate effectively with all purchasing influence constituents from the floor technician to the executive suite.

# KNOWLEDGE, SKILLS AND EXPERIENCE REQUIRED

1. Prefer 5+ years in successful channel and/or direct sales and business development.
2. Bachelor’s degree preferred, equivalent experience accepted.
3. Experience in commercial cleaning equipment (scrubbers, vacuums, floor machines, burnishers, extractors) **and** key strategic markets (healthcare, retail, education).
4. Must be action oriented, results focused and an effective self-manager.
5. Must be collaborative, a team player and focused on customer satisfaction.
6. Proficiency in a variety of software, including MS Word, Excel, and Power Point.

**COMPENSATION OVERVIEW**

The Territory Sales Representative position has a base + bonus compensation plan. The bonus program is based both on territory revenue and margin metrics. Also includes competitive benefits package.

**REPORTING RELATIONSHIPS**

1. This position reports directly to the Pacific Floorcare’s Vice-President of Sales & Marketing.
2. This is an exempt level position.

**APPROVALS**

Associate’s Name Title Date

Associates Signature: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Supervisor’s Name Title Date

Supervisor’s Signature: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

The above is intended to describe the general content of and requirements for the performance of this position. It is not to be construed as an exhaustive statement of duties, responsibilities, or requirements. Duties and responsibilities may be added, deleted, or changed at any time at the discretion of management, formally or informally, either verbally or in writing.