CHAMCO

Role Profile

Position Title: **Territory Manager**

Position Summary: **A Territory Manager will be responsible for sales coverage for their assigned territory and products including air compressors and dryers and pumps.**

Key Responsibilities:

- To grow the equipment sales revenue and profitability of the territory by a minimum of 10% per year.
- To develop, build and maintain relationships with customers in their territory to create a competitive advantage for Chamco and to provide overall account support.
- Be technically competent including being able to size equipment and have a good understanding of compressor and pump systems.
- Ensure that all quotes are offering the customer the best product for their application at the best possible price.
- Meet or exceed customer expectations and the company's expectations.
- Report to management directly and through the company sales reporting tools on sales activities, the ongoing status of orders and the status of customer relationships.
- Implement a business development program to reach new customers.
- Create a territory plan for management approval yearly.
- Work with the support team and management to further build on Chamco's reputation as a knowledge-based company that provides technically superior, high quality equipment.
- Work with the other departments within the branch and other Chamco operations.
- Other duties as may be assigned.

Qualifications Required:

The successful candidate for this role will have some combination of the following qualifications:

- A strong technical background with experience in rotating equipment. Pumps and Compressors is preferred.
- Sales experience.
- Excellent organizational, communication and interpersonal skills.
- The ability to work independently with little supervision.
- Good computer skills.
- Good negotiation skills.
- A strong customer focus.
- An ability to be a “team” player.

This Position Reports To:

Regional Sales Manager