



Territory Sales Manager - Industrial Solutions Sales Representative

Job Description

Territory Sales Managers are expected to consult with existing and new clients to determine the best solutions for their client's individual needs. They are responsible for a group of complimentary product lines, solutions, services and training that the company offers. Territory Managers will use those products, services and training courses to develop solutions that meet clients' needs and generate business for the company.

The Territory Sales Manager position involves:

- Selling a wide range of products to customers in a variety of industries, including oil and gas, food and beverage, water/wastewater, power and EPC firms
- Developing new customer relationships and maintaining existing relationships in cooperation with internal sales support staff
- Planning and carrying out marketing and sales activities to an existing network of accounts in accordance with our business plans
- Developing and maintaining a computerized customer and prospect database

Job Responsibilities

As a Territory Sales Manager, individuals will set appointments with both existing and potential customers and sell them selections from the company's products, service and training lines. During a typical week as a Territory Sales Manager, individuals will make approximately 16 to 20 face-to-face sales calls to client representatives such as instrument engineers and project managers.

Specific duties as a Territory Sales Manager include, but are not limited to:

- Responding to and following-up on sales inquiries and leads
- Holding presentations, lunch and learns for specific products, solutions, services or applications
- Conducting product demonstrations with customers and end users
- Performing customer, market and competitor research as needed
- Attending trade shows within your territory

Job Requirements

As a Territory Sales Manager, individuals must be personable, driven and committed to customer service. It is also important that they exhibit a strong desire to learn to sell technical solutions.

Specific qualifications for the Territory Manager position include:

- Bachelor's Degree
- Minimum 2 years experience in one of the industries we serve, including oil and gas, food and beverage, power and EPC firms
- Excellent verbal and written communication and interpersonal skills

Benefits

We value the work our Territory Sales Managers do and provide compensation based on experience, unlimited earning potential through commissions/incentives and offer highly competitive benefits including a company car allowances, demo, computer equipment, 401K, insurance and an expense account.

Company Overview

TechStar is a manufacturer's representative firm dedicated to serving multiple industries in Texas, Oklahoma, New Mexico, Louisiana, Arkansas, Kansas and Missouri. As the premier supplier for these industries, we provide high quality solutions, service and training. Our full range of products includes level, flow, analytical gas, analytical liquid, instrumentation, valves, wireless solutions and upstream oil and gas products.

TechStar can meet all our client's instrumentation and analytical needs through our representation of the various manufacturers that we exclusively represent within our territory. Our corporate offices serve as a factory certified repair depot, training facility and inventory house. They also serve as a sales/service hub which allows us to assist with start-up and instrumentation assistance, training and turnkey solutions.