

Job ID:	394
Job Title:	Territory Manager
Degree Requirements:	NONE
Years of Experience:	10 Years Proven Sales Experience with Farm / Skid Steer / Road Construction Equipment
Type of Position:	Direct Hire
Location:	AL, MS, AR, LA
Salary Range:	Depends on experience & expertise (Bonus & Commission eligible)
Travel Required:	70%

Please help the reader (s) of your résumé by telling us what your employers do / did to make money. Do not assume that the reader knows what your employers do / did.

One or Two sentences will suffice.

We are working with our client to identify an exceptional Territory Sales Manager candidate who has a minimum of 10 years selling farm / skid steer / trailer / heavy road construction equipment to drive, expand and manage territory sales. This position covers AL, MS, AR, LA. This position carries a heavy travel load (70%), working from a home office (25%), and in the corporate office (5%) schedule.

This is a highly technical sales so the right candidate will be hands on expert in the heavy construction equipment industry.

Benefits

- * Medical, vision, dental, life, disability insurance
- * 2 week vacation, 3 personal days and 3 sick days per year
- * Paid Holidays
- * The client provides a company truck, mobile phone, laptop

The MUST HAVE REQUIREMENTS for this position are:

- * Knowledge of heavy road construction equipment
- * FARMER / HUNTER MENTALITY in a Technical Sales arena
- * History of performing with minimal daily supervision
- * 10 years selling farm equipment / skid steer / trailer / road construction equipment
- * Ability to travel overnight up to 70%
- * Prior experience successfully demonstrating farm equipment / skid steer / trailer / road construction equipment
- * Prior expertise providing knowledge, training, operational expertise to Dealers, Dealer's Sales Teams, and End Users
- * Be a HANDS-ON EXPERT in the farm equipment / skid steer / trailer / road construction equipment
- * Computer literacy, MS Office proficient, & familiar with CRM systems

Reporting directly to the CEO, the RESPONSIBILITIES of the position include, but are not limited to:

- * Drive & grow sales to present & new customers
- * Coordinate / conduct field demonstrations
- * Operate equipment during the demonstrations
- * Build new & expand present relationships
- * Attend Trade Shows & Association Meetings

If you meet these requirements and wish to be considered for this position, send your résumé, that **includes what your employers do to make their money**, to us in a Word document without Headers / Footers, or Text Boxes at Resumes AT PinnaclePlacementGroup.com mentioning the **Job ID** and the **Job Title** in the subject line of your email.

*** ALL CLIENTS REQUIRE, BACKGROUND CHECKS & DRUG TEST AS A PART OF PRE- EMPLOYMENT HIRING PROCESS.**

In your email or cover letter, please provide us a short narrative detailing your experience and expertise as it applies to this position. Also, please provide us with your *MINIMUM* salary requirements.

Applicants for employment are to be considered for employment based on the individual applicant's qualifications and without regard to race, color, creed, gender, age, disability, national origin, religion, veteran status, uniform service member status, marital status, sexual orientation, citizenship status, genetic information, or on account of membership in any protected category under federal, state, and local laws.

KEY WORDS: Farm Equipment, Skid Steer equipment, Heavy equipment, road construction equipment, sales, territory management, territory sales manager, sales hunter, hunter mentality, Wirtgen Group, Roadtec, Caterpillar, Kubota, FAE, John Deere, Komatsu, Mahindra, Kobelco, New Holland, Kobelco, Case, Hitachi Construction Machinery, Volvo, Terex, Liebherr, Group, Doosan, Hyundai, Takeuchi, rotary cutter, rotary tiller, container chassis, off road, trailers, trailers, soil compactors, rollers, cold planers, motor grader, road reclaimers, wheel dozer, asphalt pavers, backhoe, loaders, excavators, trucks, wheel loaders