



Territory Manager

Thanks for applying to join Team Eagle!

As a Territory Manager, you are required to maintain the daily sales operations for your territory, source new opportunities with current territory customer base, and close sales to achieve quotas. You will play a lead role in the maintenance of the territory's income, ongoing customer relationships, and inventory forecasting. You will report to Eagle's Sales Manager.

Job Responsibilities

- Managing and maintaining the territory accounts to achieve long-term success
- Develop positive relationships with customers and act as the point of contact and handle customers' needs
- Resolve conflicts and provide solutions to customers in a timely manner
- Increase business opportunities with current territory customer base
- Work alongside Business Development Rep to turn target customers into key customers
- Research accounts and generate or follow through sales leads
- Travel to territory to create new and maintain customer relationships
- Report and provide feedback to management using financial statistical data and market research
- Communicate regularly with management regarding inventory needs for territory
- Maintain client database within your assigned territory
- Research sales competition

Job Requirements

- BA/BS degree or equivalent
- 4+ years' sales experience
- Organized
- Strong communication, negotiation, and interpersonal skills
- Familiarity with different sales techniques and pipeline management
- Proven sales experience
- Business acumen with a problem-solving attitude
- Ability to multi-task, prioritize, and manage time effectively
- Knowledge of CRM software and MS Office (Word, Outlook, Power Point, Excel)

As an equal opportunity employer, we consider applicants for all positions without regard to race color, religion, creed, gender, national origin, age, disability, marital or veteran status, or any other legally protected status.