



## **Territory Sales Manager-Vermont & New York (excluding Long Island)**

### **Responsibilities:**

- **Strong Work Ethic:** The employee is expected to be self-motivated and self-disciplined, indicating a commitment to working diligently and responsibly.
- **Execution of Sales Strategies:** Successfully implement territory strategies to increase sales, implying a need for strategic thinking and effective sales tactics.
- **Customer Base Expansion:** Expand the customer base within the assigned territory by establishing and maintaining direct personal contact with both potential and existing customers.
- **Customer Service:** Have a passion for providing excellent service to customers, highlighting the importance of delivering a positive customer experience.
- **Computer Skills:** Possess computer experience and knowledge of Excel spreadsheets.
- **Technology Adaptability:** Be willing to work with expanding technologies, such as iPads and sales programs, which suggests the need to stay updated with technological advancements in the industry.
- **Communication Skills:** Must have excellent communication skills. Being well-organized is also essential for managing tasks efficiently.

### **Requirements:**

- **Sales Experience:** A minimum of 5 years of outside sales experience in the outdoor power equipment industry is preferred.
- **Residency:** The candidate must reside within the assigned territory.
- **Travel:** Be prepared for a minimum of 4-5 days of travel per week using a personal vehicle.
- **Clean Motor Vehicle Report:** A clean motor vehicle report is necessary.

### **Pay:**

- The compensation package includes a base salary, which is negotiable depending on the candidate's experience. Additionally, the employee will receive commission and expenses.

If interested, please upload your resume or application through our website.

*Rotary is a drug free workplace.*