



Territory Sales Manager – Southern Appalachia

Eastern Tennessee | Western North Carolina | Upstate South Carolina | Southwestern Virginia

We are seeking an experienced, motivated Territory Sales Manager to grow and support our business throughout Eastern Tennessee, Western North Carolina, Upstate South Carolina, and Southwestern Virginia. This position is ideal for a self-driven sales professional who enjoys building strong customer relationships, developing new businesses, and managing a territory with a high degree of independence.

Key Responsibilities

- **Drive Territory Growth:** Develop and execute effective sales strategies to increase sales and achieve growth objectives throughout the assigned territory.
- **Build & Expand Customer Relationships:** Identify and develop new business opportunities while maintaining strong, long-term relationships with existing customers through consistent, direct personal contact.
- **Deliver Exceptional Customer Service:** Provide responsive, knowledgeable, and professional support with a focus on creating an outstanding customer experience.
- **Manage Your Territory Effectively:** Demonstrate a strong work ethic, self-motivation, discipline, and accountability while independently managing day-to-day sales activities.
- **Communicate Professionally:** Maintain excellent communication with customers and internal team members while staying organized and effectively managing priorities.
- **Utilize Sales Technology:** Maintain accurate sales information and effectively use Excel spreadsheets, iPads, sales programs, and other evolving technologies that support the sales process.

Qualifications & Requirements

- A minimum of 5 years of outside sales experience, preferably within the outdoor power equipment industry.
- Must reside within the assigned sales territory.
- Ability and willingness to travel approximately **4-5 days per week** using a personal vehicle.
- A clean motor vehicle report is required.
- Strong interpersonal, communication, organizational, and time-management skills.
- Comfortable working independently and taking ownership of territory performance.
- Proficiency with computers and Microsoft Excel, with the ability and willingness to learn new sales technologies and programs.

Compensation

Base Salary

Negotiable based on experience

Sales Commission

Performance-based earning opportunity

Expenses

Business expense reimbursement

If you are a motivated sales professional who enjoys developing customer relationships, growing a territory, and working independently, we encourage you to apply.

Interested candidates should upload a resume and a completed application through our website.

Rotary is a drug-free workplace.