Territory Sales Manager – Midwest Heartland

Northern & Central Indiana | Greater Illinois

Rotary Corporation is seeking an experienced Territory Manager to serve **outdoor power equipment dealers** throughout Northern and Central Indiana and most of Illinois. This outside sales position is responsible for growing territory sales by strengthening existing dealer relationships and developing new business. The right candidate must live in the territory.

Our dealers are at the center of our business. We are looking for someone who takes pride in providing dependable service, understands dealers' needs, and follows through on commitments.

Key Responsibilities

- Visit existing and prospective dealers regularly to build relationships, understand their needs, and grow sales.
- Develop new dealer accounts and identify opportunities to expand business with existing customers.
- Present Rotary's aftermarket parts and accessories, including arbor, blades, belts, trimmer line, chain and bars, filters, spindles, and pulleys.
- Help dealers plan for seasonal demand and promote new products, spring order programs, and other sales promotions.
- Plan efficient travel routes and maintain consistent dealer coverage throughout the territory.
- Review sales reports to recognize buying trends, identify opportunities, and track progress toward sales goals.
- Work with customer support and sales leadership to address product questions, orders, backorders, returns, and account concerns.
- Maintain accurate dealer information and records of visits, sales opportunities, and follow-up activities.
- Share feedback with sales leadership about dealer needs, competitor activity, and market conditions.

Qualifications

- **Proven outside sales experience managing customer relationships and developing new business.**
- Strong communication and listening skills, with a commitment to dependable service and follow-through.
- Ability to organize a large geographic territory, manage time effectively, and work independently.
- Comfort using email, spreadsheets, sales reports, and customer relationship management tools.
- Willingness to learn Rotary's product lines and explain their features, applications, and value to dealers.
- Experience in outdoor power equipment, aftermarket parts, wholesale distribution, or sales to independent dealers is preferred.

Travel Requirements

- This position requires a valid driver's license and regular travel for in-person dealer visits throughout the assigned territory. Overnight travel is required for territory coverage, sales meetings, and industry events.

Compensation

Base Salary	Sales Commission	Expenses
Negotiable based on experience	Performance-based earning opportunity	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.