

Territory Manager

Location: Any major city in region

Region: 6 state region

Reports to: Region Business Director

General Description

The territory manager is responsible for acquiring accounts, managing and growing these accounts, developing sales methods and growing revenue profitably in the region.

Responsibilities

- Account acquisition
- Establish personal relationships with prospects and customers in the territory
- Represent the company in a professional manner and in line with company culture
- Manage accounts within the region to meet or exceed company goals including:
 - Establishing and managing a customer base in the region
 - Managing a forecast to facilitate timely distribution of goods within the region
 - Maintaining timely and accurate records for the regional business
 - Order management, management of receivables, A/P
 - Warranty, co-op, private label and builders program administration
- Follow established company brand, credit, pricing and discount structure guidelines
- Keep current in Guardian product knowledge, business structure and company guidelines
- Contribute to marketing, logistic and strategic plans for regional and national business development
- Such additional duties as may be assigned by the Regional Director that the territory manager's position may from time to time reasonably require.

Compensation

Salary: commensurate with experience, paid monthly

Bonus: 20% Annual (Sales/Performance Based)

Car: Company leased car—chosen by Manager to suit performance of duties (approved by management). Company paid auto insurance. Fuel, tolls & parking in performance of duties expensed and reimbursed on a monthly basis.

Travel Expenses: Lodging, meals & entertainment, including trade events attended in performance of duties, reimbursed on a monthly basis

Mobile Phone: Own phone, but with company plan

Computer: Purchased by company

Benefits: 401K Plan

Company medical: 50% contribution to individual Aetna Gold plan

Vacation: 2-weeks in Yr-1 (3-weeks in Yr-2), standard US holidays. With permission, additional leave is possible as responsibilities allow.

Please send your resume to brian@adhguardian.com or Guardian Access & Door Hardware, 1400 Patriot Blvd., #2454, Glenview, IL 60026

170609/BAS