



GROEBNER

POWERED BY EXPERIENCE

TEL: 800-638-8322 • FAX: 612-930-0930 • www.groebner.com

Territory Manager

Primary Location: Northern Illinois & Eastern Wisconsin

Reports to: Sr. Sales Director

Description:

GROEBNER is a distributor and manufacturers' representative focused on natural gas companies and contractors. Our company interacts with all departments within gas utilities and our sales staff has many different opportunities to work with personnel on all levels of the organizations we serve.

Summary:

This position will be responsible for sales calls and product training within assigned territory. The territory manager will be in direct contact with gas distribution personnel, gas transmission (pipeline) personnel, and utility contractors. Travel will be required and dictated by circumstances. Responsibilities will also include attending sales meetings and building new clientele through industry trade shows.

Responsibilities:

- Manage sales opportunities with utility and contractor accounts
- Build relationships with customers to understand issues and offer solutions
- Make sales and technical product presentations
- Coordinate and provide customer training sessions as needed
- Make joint sales calls with our manufacture representatives
- Coordinate with our manufacturers/factory representatives on sales goals and forecasts for the region
- Analyze and prioritize opportunities within your territory to realize positive growth
- Travel throughout assigned territory to call on regular and perspective customers to solicit orders, or via phone
- Display or demonstrate product, using samples or catalogs, and emphasizes marketable features
- Estimate date of delivery to customer, based on knowledge of own firm's production and delivery schedules
- Prepare reports of business transactions and keep expense accounts
- Work with inside sales representatives to keep account activities up to date
- Develop and maintain relationships with purchasing contacts
- Investigate and resolve customer issues

Qualifications:

- High School Diploma or GED required
- Associate's or bachelor's degree preferred
- Minimum of 3 years' experience in sales roles and/or natural gas industry knowledge
- Must have valid driver's license with an acceptable driving record
- Must be available to travel 75% in regional territory by vehicle and/or airplane

LOCATIONS:

21801 Industrial Blvd.
Rogers, MN 55374

450 Fenton Lane, Suite 902
West Chicago, IL 60185

19935 West 161st Street, Suite A
Olathe, KS 66062

116 Halmar Cove
Georgetown, TX 78628

Skills:

- Excellent verbal and written communication skills
- Strong organizational skills
- Positive mental attitude
- Proficiency in Microsoft Office Suite
- Professional presentation skills

Abilities:

- Ability to perform in a professional manner
- Ability to manage multi-functional tasks
- Ability to read and interpret documents such as safety rules, operating and maintenance instructions, and procedure manuals
- Ability to speak effectively before groups of customers
- Ability to perform in ditch and field demonstrations

Working Environment:

- Must be able to sit, walk or stand for extended periods
- Must be able to travel for business related matters on regular basis
- Must occasionally lift and/or move up to 40 - 50 pounds

***Note:** The above information on this job description has been designed to indicate the general nature and level of work performed by employees within this classification. It is not designed to contain or be interpreted as a comprehensive inventory of all duties, responsibilities and qualifications required of employees assigned to this job.*