

## **Territory Manager**

### **Job purpose**

The development and management of the assigned area with the goal of maximizing sales. Responsible for identifying and developing business relationships within the territory. This position will complement the sales organization by being active with Key accounts, marketing to these accounts, product review with Channel Partners and customers.

### **Essential duties and responsibilities**

Achieves monthly, quarterly, annual sales targets by:

- Responding to customer and channel sales requests within 24 hours.
- Regularly traveling to client sites (at least 3 days a week).
- Conduct product training.
- Utilizing CRM – Dynamics 365 sales tools to pursue client leads.
- Develop and understand sales plans and objectives and proactively develop plans to achieve sales goals.
- Demonstrate effective: account assessment, forecasting, and strategic planning utilizing the existing tools
- Research and develop relationship with early stage project key decision makers to identify opportunity before hand
- Generate opportunities to support a solid pipeline: 1.5 times your quota to support your growth KPI
- Understand and address both business and scientific needs of customer by engaging in meaningful dialog to determine customer needs.
- Determine how PHCNA can address customer needs.
- Determine the best channel of distribution to meet customer needs.
- Prepare CRM – Dynamics 365 weekly sales call reports and update data base as required.
- Prepare pipeline sales report including open quotes and closed quote status.
- Follow up special quotations.
- Monitor competitors pricing and report back to Manager and Product Development Department.
- Prepare quarterly power point presentation for internal sales meetings.
- Prepare power point presentations for regional meetings as needed.
- Prepare customer facing power point presentations.
- Prepare special pricing requests for large projects.
- Performs other related duties as assigned.

### **Qualifications**

- Bachelors' degree in science or technical focus.
- 3 years minimum direct sales experience with demonstrated sales results.
- Sales of biomedical equipment, not consumables.
- Familiar with the market and businesses utilizing biomedical capital equipment.

- Solves problems that are of moderate difficulty and that have several factors, most of which are clearly defined.
- Selects best procedure for identifying the problem, and modifying an existing solution, if necessary.
- Provides clear and written communications to sell products, communicate facts, and answer questions
- Communicates with one or more people at a time in occasionally unpredictable contexts (e.g., meetings with unfamiliar people), using a wide range of formats and styles, and dealing with conflict when necessary.
- Must reside within the territory assigned.
- Must have a valid passport and drivers' license.

### **Working conditions and physical requirements**

- Must have a working home office conducive to conducting business professionally on the telephone and computer with minimal supervision.
- This position may require you to sit, stand or walk for extended periods of time when visiting customers, in meetings and/or at shows.
- Must be able to lift 40 pounds and able to move large lab equipment that is on casters.
- Overnight travel up to 30% is required.