

Territory Sales Representative – Job Description

Territory Sales Representative Duties & Responsibilities:

- Act as a point of contact for existing and potential customers within assigned territory
- Outgoing and aggressive sales motivation to succeed
- Maintain regular calls and customer service to existing customers and grow sales numbers
- Identify local account customer opportunities via research, travels, and cold calls
- Ability to present our products, programs, and services professionally to prospective customers
- Learn and become an expert in product features and specifications
- Identify customer needs and offer to research solutions in a timely and professional manner
- Answer customer questions about features, pricing, and technical issues
- Cross-sell products, when appropriate
- Implement effective sales techniques and timing of travels in the assigned territory to increase company sales
- Work closely with salespeople and other internal teams to meet individual and group sales quotas
- Attending and network at various sales events and trade shows. Potentially: 2-3 trade shows yearly.
- Monitor competitors' sales activities within your assigned territory
- Reporting to SVP Sales & Marketing on support items as needed to ensure success.

Territory Sales Representative Qualifications:

- Applicant to be residing in Florida and prefer to be based out of office location in Melbourne, FL or willing to relocate.
- Resilient with a solid and proven track record in achieving sales targets
- Familiarity or preferred strong technical background with marine electronics
- Strong communication and interpersonal skills
- Experience creating and maintaining a report on regional sales numbers, travels using CRM follow up platform
- High sense of urgency and time management skills
- Willingness to travel to different locations to visit customers (Travel 25%)
- Ambitious outgoing nature in sourcing new customers via cold calls on a regular basis
- Proficiency in Microsoft Office
- Must have a reliable vehicle and clean driving record
- Proven work experience as a Territory Sales Representative, Sales Representative, Sales Consultant, or a similar position in the Sales department is a plus
- Bachelor's degree in Sales, Business Administration, Business Management, or a related field preferred

This is a highly visible role for someone who enjoys a fast-paced environment.

Job Type: Full-time

Base Salary very competitive based on experience. PLUS Bonus, Medical, Dental, and Vision Benefits, 401(k) with company matching, and employee discounts on marine electronics products. Travel expenses and mileage paid.