



Columbus • Boston • Greensboro • Jacksonville • Memphis • Portland

TERRITORY SALES / ACCOUNT MANAGER | HARRISBURG, PA VICINITY

Gardner, Inc. is the industry leader in channel management providing solutions that drive growth and profitability for clients and business partners.

Gardner has been serving clients across the country for over 75 years as one of the largest family-owned and operated Outdoor Power Equipment and Commercial Parts Distributors in the nation. Gardner facilities are strategically located in; Ohio, Florida, Massachusetts, North Carolina, Tennessee and Oregon. Totalling over 900,000 square feet; the warehouses contain over 165,000 active SKUs and are capable of processing over 6,000 orders per shift.

Our lines include Kohler Engines, Stanley Black & Decker (formerly MTD), Hydro-Gear, Husqvarna, Troy-Bilt, Oregon Forestry and Outdoor Equipment Parts, Tuff Torq, Generac, SpeeCo and many more. Our goal is to provide the best possible value-added, customer experience every day.

Our successful Territory Sales / Account Managers have experience in direct B2B durable hard goods sales including outdoor power equipment, tools, service parts. In addition, experience in outdoor power equipment dealerships and power sports dealerships provide a good foundation. We provide product training and sales coaching on a continuing basis.

PRIMARY RESPONSIBILITIES:

- Establish and maintain relationships with assigned dealers to help them grow and prosper
- Sell, support and add value for Gardner Inc. accounts in respective territory
- Secure and develop new dealers, promote the corporate vision and values among the dealer network
- Build relationships that optimize dealer performance along with increasing product commitment, support and sales
- Meet and exceed established fiscal sales plan goals for Gardner Inc. products in the territory
- Set expectations and monitor overall dealership performance for each contracted vendor line
- Other duties as assigned

REQUIREMENTS:

- Demonstrate products (ability to operate a pick-up truck and display trailer), explanation of product features/benefits/applications
- Effectively present sales programs in person and via electronic platforms (TEANS, FaceTime, Zoom, ect...).
- Call on assigned dealers on a regular basis as needed to foster sales growth.
- Participate in dealer sales and promotional events
- Promote sales by assisting with product, program and advertising displays
- Set-up, replenish, and clean, dealer displays as required for effective merchandising
- Conduct field sales training sessions to acquaint dealers with the latest and best selling and sales training techniques
- Keep dealers current regarding payables due Gardner, Inc.
- Remain aware of the dealer inventory levels suggesting replenishment orders as appropriate
- Be aware of and advise management of competitive conditions in the market
- Represent Gardner, Inc. at trade and dealer shows in a mature and professional manner
- Prepare and submit timely sales and expense reports
- Share information with colleagues concerning successful sales and promotion techniques
- Work with, build, and promote a team attitude
- Up to 40% travel required to include multiple nights weekly depending upon territory and seasonality

PREFERRED:

- 4-year college degree or 2 to 3 years outside B2B sales experience
- Experience using Microsoft suite of products including Excel and Power Point
- Ability to demonstrate outdoor power equipment
- Ability to operate a pickup truck and display trailer

BENEFITS:

We offer an excellent compensation package

A company vehicle will be provided.

We offer a competitive benefits package, which includes product discounts!

We offer opportunities for growth!

CONTACT:

HR@Gardnerinc.com

For More Information About Becoming
Part Of The Gardner Team.

