

TERRITORY MANAGER



*The Territory includes California, Utah, Nevada, Arizona, and New Mexico.
The ideal candidate will reside in their territory.*

COMPANY OVERVIEW:

BCS America is a successful North American importer and distributor of 2-Wheel Tractors with, associated attachments. Max Distributing, a sister Company, Imports and distributes Robotic lawn and slope mowers. Working at BCS and Max Distributing, you will know that you are selling great products which have a reputation for quality and longevity. Our customers purchase our products because they know they can last a lifetime. That means a lifetime supporting our customers' gardens, small farms, rural and urban properties, landscaping business, municipalities and more. BCS is located in Oregon City, Oregon. You can learn more about our products at BCSAmerica.com, Ambrogiorobot.com or Tracmow.com.

JOB DESCRIPTION:

We are currently looking for a full-time, Territory Sales Manager for B2B and B2C sales. This position involves establishing and maintaining relationships with prospective and existing dealers, meeting sales goals, generating retail interest in specific BCS or Max products through various marketing initiatives, trade shows, and equipment demonstrations. We are continually expanding into new markets and adjusting our needs accordingly creating new opportunities for existing positions.

Territory Managers must have a desire for continuous learning so they can become our product experts. Our Territory Managers make themselves available daily to discuss our products and how they pertain to a customer's individual needs. It is very helpful if the applicant has an interest or experience in markets that our products are used. If you think you would be a good match for us, please respond to this posting with a resume and cover letter. In your cover letter, be sure to mention any experience or interests that match with our posting.

RESPONSIBILITIES:

- Achievement of established sales, margin, and dealer goals for territory.
- Consistent territory travel via air or car to maintain dealer relationships, check inventory, meet customers, view selling locations and displays, develop new dealership leads, and attend trade shows (pending current travel restrictions related to COVID-19).
- Contribute to overall sales effort of BCS America and Max Distributing, including planning, goals, and company direction.
- Identify territory trade shows, coordinate as needed. Coordinate at least two trade shows in territory per year.
- Invest time to learn and understand products.
- Maintain accurate customer data and relevant business prospects
- Work with and communicate to our technical assistance team
- Manage time effectively to balance priorities and goals throughout seasonal fluctuations.
- Continually learning about our product lines to achieve expert product knowledge
- Remaining up to date on all products and industry information through self-study and collaboration.
- Actively participate in team meetings, training, and product demonstrations
- Taking the initiative, proactively making decisions and problem solving

REQUIREMENTS:

- Computer skills; MS Office Programs, email, and internet applications
- Ability to travel within assigned territory
- Must have valid driver's license
- Well-developed written and oral communication skills
- Must be a self-starter with ability to work independently with minimal supervision

PREFERRED:

- Knowledge, experience, or interest in markets that our products are used in.
- Experience using ERP systems
- Technological and mechanical aptitude

WHAT WE OFFER:

- Comprehensive benefits package
- Paid time off (vacation, sick, holidays)
- Employee discount on our products
- Somewhat flexible schedule depending on territory needs (M-F, 8-5)
- Job Type: Full-time

BENEFITS:

- 401(k)
- Dental insurance
- Health insurance
- Life insurance
- Paid time off
- Vision insurance

SCHEDULE:

- Monday to Friday
- Supplemental pay types:
- Commission pay
- License / Certification:

**SEND YOUR RESUME
AND COVER LETTER TO:**
kbechtel@gardnerinc.com