



Territory Manager

National Oak Distributors is looking for an experienced Territory Sales Manager in the Automotive Refinish industry.

Job Summary:

Develop new prospects and interact with existing customers to increase sales and margins while promoting long term customers relationships built on trust and integrity. Responsible to profitably grow sales to achieve yearly sales goals as a sales consultant for current core industry, emerging industries and markets; responsible for prospecting for new accounts, retaining existing accounts, and increasing revenue and margin contribution with existing customers.

Responsibilities & Key Accountabilities:

- Conducts on-site customer visits with new and existing customers
- Manages sales volume with an existing group of customers and prospects successfully to expand the customer base
- Forecasts, prospects, and bids for new business to include customers, markets, and additional service opportunities
- Maintains existing and builds new customer partnerships
- Develops and sustains sales relationships with key decision makers and influencers on all levels of an organization
- Shares market and competitor information with all applicable channels within the organization; establishes relationships and working partnerships
- Partners with customers, vendors, Credit/Collections, and Operations to quickly resolve customer service issues
- Identifies customer products needs and coordinates execution of orders
- Demonstrates skill in data analysis
- Maximizing ROI concepts for developing customer call/visitation schedule
- Able to transfer sales reporting and analysis into actionable territory plans

Job Requirements/ Qualifications:

- Consultative selling or Solution based selling experience
- PBE or equivalent product knowledge
- Current Microsoft Office experience
- Demonstrated time management skills
- Analytical and data driven
- Must pass the Drug test, background check and pre-employment test(s)

Education & Experience:

- Bachelor Degree highly preferred
- Generally 5+ years of wholesale distribution sales preferably in the PBE industry