



TERRITORY SALES MANAGER

POSITION SUMMARY

The primary function of this position is to drive the field-sales growth of CABP's wide array of products and services within a specific, pre-designated territory. The Territory Sales Manager (TSM) focuses on leveraging best-in-class industry and product knowledge to champion the Company's value-add within strategically aligned customer bases. Additionally, the TSM proactively engages with both new and potential customers to increase our industry footprint.

ESSENTIAL FUNCTIONS

- Proactively and consistently engages with new, existing and potential customers to establish an effective front-line sales relationship
- Actively develops and drives strategic growth strategies to better manage relationships with customer accounts
- Utilizes in-depth product knowledge and industry/geography/market awareness to successfully represent CABP's products and services
- Develops assigned territory by utilizing strategic contacts & corresponding relationships while also targeting new opportunities
- Working in conjunction with the Distribution Center Manager and Inside Sales Support, will execute appropriate key account penetration and development strategies
- Provide quotes in a timely manner while selling customers on the Company's value-add and service
- Handles price objections, negotiations, and preparation of bids
- Keep the customer up-to-date on product and price information
- Develops and delivers sales and educational presentations in a professional and effective manner to our internal and external customers
- Record, analyze, report & forecast account information to identify sales strategies and objectives

QUALIFICATIONS

- Bachelor's Degree preferred
- Thorough knowledge of the building products industry and markets
- Ability to understand the key aspects of selling on value as opposed to price
- Demonstrated ability to work within the dynamic and evolving sales cycle as it relates to the building products industry
- Maintains a self-directed approach to the study of new products, literature, promotions and trade publications
- Working knowledge of Microsoft Office and experience utilizing a Customer Relationship Management (CRM) system

REQUIREMENTS

- Territory travel (50 - 75%) with **very limited overnights**
- Valid driver's license with clean driving record
- Ability to pass drug test and background check