



### Territory Sales Manager (TSM)

#### Summary –

Provide leadership and strategic direction for driving sales revenue for assigned region. Define appropriate markets and corresponding business development plans to drive increased market share, revenue and total earnings for region and own territory. Define and implement key sales account processes to ensure accurate forecasting, appropriate territory management, enhanced sales techniques and employee development. Work collaboratively with others to ensure alignment of skills and resources to ensure effective organizational structure, value propositions, marketing collateral, product development and customer alignment.

#### Responsibilities –

- Engage with regional and national account customers for cost savings filtration solutions
- Create a culture of success and ongoing business and goal achievement
- Develop plans and strategies for developing business and achieving the company's sales goals
- Drive funnel and forecast accuracy
- Maintain and communicate regular measurements to ensure progress to revenue targets
- Understand customer drivers, markets and align strategies and action plans accordingly
- Prospect process industry accounts to expand area
- Develop and mentor sales talent and achieve improved results
- Work closely with customer care, national accounts and purchasing to ensure providing best solution to customers.
- Build effective relations with customers.
- Self-driven, Self-disciplined and willing to work remotely with minimum guidance.

#### Skills and Experience-

- B.S. degree, Engineering degree preferred
- 3-5 years sales experience,
- 3+ years in a building materials or filtration experience preferred
- Excellent communication and analytical skills required
- Strong leadership and organizational skills
- Ability to travel 50+%
- Sales Force Dot Com proficiency
- Microsoft office proficiency

#### Metrics-

- Revenue
- Sales growth
- Gross Margins
- New account penetration / market share
- Opportunity management accuracy
- Time and Territory management