



We are always looking to expand our team with talented professionals who are ready to take their careers to the next level. As one of the largest and most successful privately held distributors of plumbing, piping, and HVAC/R products in the United States, we are seeking an experienced **Territory Manager** to serve our customers in the **Charlotte, NC** area.

#### **What you'll bring:**

- Competence to establish, develop, and maintain business relationships with current and prospective customers within the territory to generate new business.
- Ability to promote/sell/secure orders from existing and prospective customers through a relationship-based sales approach.
- Proficiency in demonstrating products to customers and assisting them in selecting products that are best suited for their needs.
- Knack for making telephone calls, in-person visits, and presentations to existing/prospective customers.
- Desire to continually enhance sales skills and product knowledge to promote a professional image in the field.
- Capability of working with other departments to ensure outstanding customer service from the order phase to delivery and beyond.
- Skills to supply management with oral and written reports on customer needs, problems, interests, competitive activities, and potential for new product offerings.

#### **What We're Looking For:**

- Bachelor's degree preferred, but prior experience in Sales, especially within the plumbing industry, will be considered
- Strong sales presence coupled with the love of people and overall desire to provide exceptional customer service
- Demonstrated aptitude for problem-solving as well as strong leadership and listening skills
- Product and vendor knowledge (or the ability to quickly learn it)
- Capability to work both independently and within a team environment
- Excellent verbal, written, and organizational skills

#### **Why Join Us?**

- 5 Core Values — *RESPECT, INTEGRITY, GENEROSITY, HUMILITY, HONESTY* — guide everything we do!
- Employee-Owned Company (ESOP)
- Comprehensive Benefits Package
- Supportive and Inclusive Family-Oriented Culture
- Community Involvement Initiatives, aka “Sunshine Days.”