



As one of the largest and most successful privately held manufacturers' representatives of Plumbing, Piping, HVAC, and Refrigeration products, we believe we have a good thing going on at Sunbelt Marketing. With 8 locations across the United States, 48 years in business, and more than 30,000 products, Sunbelt continues to rapidly grow and thrive in the marketplace.

As we continue to grow, we are searching for an on the road **Territory Sales Manager** to serve our customers in the **Richmond, VA area**.

### **Duties & Responsibilities:**

- Establish, develop, and maintain business relationships with current and prospective customers within your territory to generate new business.
- Promote/Sell/Secure orders from existing and prospective customers through a relationship-based sales approach.
- Demonstrate products to customers and assist them in selecting products which are best suited for their needs.
- Make telephone calls, in-person visits and presentations to existing/prospective customers.
- Continually enhance your sales skills and product knowledge to promote a professional image in the field.
- Work with other departments to ensure outstanding customer service from order to delivery and beyond.
- Supply management with verbal and written reports on customer needs, problems, interests, competitive activities, and potential for new product offerings.

### **Requirements & Qualifications:**

- A bachelor's degree preferred.
- Experience in sales, especially within the plumbing & HVAC industry is preferred.
- 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 learn quickly)
- Capability to work both independently and within a team environment.
- Excellent verbal, written and organizational skills.

Sunbelt Marketing does not discriminate against any applicant for employment, or any employee because of age, color, sex, disability, national origin, race religion, or veteran status.

Sunbelt Marketing is an Equal Opportunity Employer --- EOE M/F/D/V