At Sunbelt Marketing, we're 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 cover Central Illinois to Missouri, including St Louis, Columbia, and Joplin!**

The ideal candidate will be disciplined and have experience in conducting product demonstrations. This candidate should be comfortable with frequent travel and be able to generate new sales leads on a regular basis. The candidate should be able to track their sales and communicate effectively with other team members while out in the field.

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 is 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

Job Type: Full-time

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.