

## Territory Sales Manager – Heartland

Are you a **values-driven** individual? Do you have the determination to provide **legendary customer service**? Do you **thrive** in a fast-paced environment? Are you ready for a **challenge**? **Are you interested in hearing what our employees say about us?** Check out our website at <http://www.showdowndisplays.com>.

Showdown Displays manufactures and supplies event, display and promotional products to the Advertising Specialty and the Promotional Products industry. We also have received recognition for exceptional growth, innovative products, company culture and legendary customer service. We invite you to view some of our products at: [www.showdowndisplays.com](http://www.showdowndisplays.com).

We actively live out our core values: **Passion for Excellence, Accountability, Respect, Innovation, Teamwork and Integrity**. For prospective team members who possess these values, are passionate about what they do and want to truly make a difference, joining our company can be a life-changing opportunity.

We are searching for a Territory Sales Manager to support our continued growth in the Heartland Territory that includes, Iowa, Missouri, Arkansas, and Southern Illinois. You will focus on developing new business as well as building existing distributor partnerships. We are known for our legendary service and commitment to our customers, we are looking for someone with the same focus. If you are looking to be part of a growing company with strong core values, we want to hear from you. **The chosen candidate must live in the territory, ideally in the St. Louis or Kansas City areas.**

### What you will be responsible for:

- Primary account responsibility within the assigned geography for those accounts that are recognized at CPP and above status in Sales Force, or those prospects expected to achieve that status
- Partner with assigned Inside Sales Representative to manage all accounts within the assigned geography
- Determine strategy to manage accounts and set objectives to achieve results in assigned geography
- Interact and communicate with the clients in the assigned geography on a regular basis to determine changing needs
- Conduct market analysis and research the factors impacting buying decisions in the assigned geography
- Manage conflict and negotiate sales discussions
- Follow-up on missing or delayed shipments and work with internal employees to correct errors
- Provide information and assistance to billing
- Report account problems to (R)VP of Sales

- Research and respond to order status inquiries, inventory and lead time inquiries and expedite requests, sample request and pricing-quote requests
- Interact with assigned accounts by phone, email and in-person
- Accurately and timely input necessary information; leads, contacts, accounts, calls, quotes, emails, etc. into Salesforce CRM
- Ensure collateral requests, sales kits and promotional material are accurately and timely delivered to assigned accounts
- Establish customer relationship/partnership
- Understand customers' buying processes in assigned geography
- Implement annual budget for accounts in assigned geography including targeted growth at existing accounts as well as prospective accounts
- Approximately 75% travel within assigned geography is required
- Set and accomplish quarterly ROCKS per the TRACTION model
- Contribute to the successful completion of Department and Corporate quarterly ROCKS where applicable
- Attend/participate in trade show events per the annual, approved Marketing Events calendar, as well as other trade shows and company events as directed by the Regional VP of Sales
- All other duties as assigned by the Regional VP of Sales

**What will you bring to the table (Skills/Experience Required):**

- Bachelor's degree in business or equivalent
- Promotional, Large Format and/or Commercial Printing Sales experienced required
- Residence is required within the assigned geography
- Ability to travel within assigned geography
- Proven track record of excellent management and growth of accounts
- 3-5+ years solid sales experience
- Salesforce CRM experience is preferred
- Demonstrated ability to open new accounts
- Excellent negotiation skills
- Excellent customer relationship management
- Project management skills
- Commitment to customer satisfaction
- Demonstrated business acumen
- Ability to recognize customer needs and emerging trends
- Excellent verbal and written communication skills
- Solid presentation skills

Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

## **Necessary Attributes:**

Must possess our Core Values: Passion for Excellence, Accountability, Respect, Innovation, Teamwork and Integrity

## **What will you enjoy from working with us?**

(This is the good stuff!)

- Recognition for your hard work and achievements!
- Opportunity for new challenges! We are growing!
- Competitive pay and benefits including 401k!
- Paid training.
- Fun work environment built on six Core Values ~ Passion for Excellence, Accountability, Respect, Innovation, Teamwork and Integrity. This is not just a poster on the wall!
- Great employee referral program! Refer someone and earn cash! How legendary is that?
- Strong leadership team!
- An organization that gives back – we strongly support Common Hope and Junior Achievement.
- An organization that you will be proud to work for!

**If you can demonstrate your extraordinary successes in the areas above, then we would love to hear from you!** Please gather your resume, along with a summary of your successes referencing the questions above and apply at [www.showdowndisplays.com](http://www.showdowndisplays.com) .

Offers are contingent upon passing all background checks, criminal check and professional reference checks.

## **COVID-19 Precautions**

We take our employees' health and safety seriously. Both MN OSHA and the Anoka County of Health have reviewed and approved our COVID-19 Response Plan and its execution.

Diversity creates a healthier atmosphere: Showdown Displays is an Equal Employment Opportunity employer and all qualified applicants will receive consideration for employment without regard to race, color, religion, sex, age, national origin, protected veteran status, disability status, sexual orientation, gender identity or expression, marital status, genetic information, or any other characteristic protected by law.