



Open Position Posting

Job Title: Mid Atlantic Territory Sales Manager
Reports to: Dana Scott
Location: Pennsylvania / Maryland / New Jersey

Primary Responsibilities:

- Support safety initiatives both internal and external with continuous safety training and overall awareness.
- Support strategies to insure profitable growth while maintaining sales for core products as related to and market share in the assigned territory.
- Manage and foster the development of OEM's, end users and appropriate channel throughout the territory.
- Conduct product, application and market presentations to distributors, OEM's and end-users increasing the awareness and sales of EPP products.
- Manage, recommend or develop the sales channel for all new opportunities.
- Initiate, monitor and manage the progress of specific marketing programs with selected customers and share the growth results using defined reporting tools.
- Develop, monitor and meet or exceed territory sales forecasts.
- Develop Branch level plans in conjunction with your Regional ISR and document for management use.
- Support EPP new product introduction strategy at field level.
- Compliance with all reporting and communication deadlines.

Desired Qualifications:

- 5+ years' sales experience and knowledge in one or more of the following Quadrant EPP product lines
- Knowledge of EPP products with a proven track record of successful solution selling
- Capable of executing a Fluid Field Strategy in a competitive and dynamic distribution market
- Excellent verbal and written communication skills.
- Well organized with high attention to detail; excellent follow through with a sense of urgency.
- Proven time management skills with an extra mile mentality
- Excellent interpersonal and teamwork skills
- Highly motivated/self starter
- Mechanical aptitude and technical competence
- Proficient in Microsoft Office programs (Word, Excel, Access)
- Bachelors degree preferred
- Up to 60% travel is required.

Key Deliverables

- <90 days Meet with key channel partners, listen, learn, seek to understand, and begin building relationships with appropriate Channel, Attend Quadrant Training, Spend time with your ISR learning the day to day activities that drive the region
- >90days- <180days Begin Driving Commercial Priorities / Meet with a few MSM's for Key market segments within your region. i.e. Food, CHE, Medical, and Linings
- >180days - <270days. Develop Regional Training for Key Channel partners. Meet with Regional and Product managers from each of the major Channel Partners. POLYMERSHAPES / PIEDMONT / PROFESSIONAL / LAIRD / TK / ALRO / TOTAL...
- >270days - <360days. Know your region and key players. Identify new opportunities, build regional and plan your roll out strategy for year 2
- 1yr Maintain Profit Margins and Market Share...support target position, along with customer profiles being updated using EPP sales tools.