

## **Territory Sales Manager**

Chesapeake Chemlab, seeks a Territory Sales Manager to join its industry leading sales team. You'll be responsible for revenue and profit growth of programs and services in targeted accounts. Using a consultative sales approach, you'll build relationships with existing and new customers by executing system assurance programs that meet their key business needs. With strong account leadership, you'll also convert strategic competitive accounts and sell new technologies to current customers.

### **What You Will Do:**

- Prospect and close new business
- Generate and execute sales plans in existing customer base and in assigned competitively-held accounts, to meet profit increase goals.
- Work closely with current and prospective customers to understand business needs and recommend continuous improvement and innovation plans that will maintain and grow sales
- Develop strong relationships with key stakeholders in current and prospective customers.
- Provide technical support to customers; identifying and resolving customer challenges, escalating as required
- Engage in problem solving by performing system analysis, interpreting data and providing written recommendations to ensure customer operations are performing at optimal levels.

### **Position Details:**

After completing an initial training program, you will be servicing established and new customers including restaurants, hotels, schools, long-term care facilities, and more within an assigned territory.

Weekend Rotation - Generally, 1 in every 4 weekends are required (based on business demand)

### **Minimum Qualifications:**

- Associates degree or Bachelor's degree
- Technical sales or field sales support experience
- Possess a valid Driver's License and acceptable Motor Vehicle Record
- Immigration sponsorship is not available for this role

### **Preferred Qualifications:**

Associate degree or Bachelor's degree

Previous mechanical problem-solving experience (e.g. plumbing, electrical, HVAC and/or mechanical experience) in a military environment and/or industries related to food service, laundry, housekeeping, hospitality and/or pool and spa