

TSF Nebraska Territory Manager Job Summary

Tri-State Wholesale Flooring (TSF) is a family owned company that has seen over 20 years of explosive growth representing some of the leading manufacturers of designer flooring products. We have an immediate opening for a Territory Manager for our sales effort primarily in Eastern Nebraska including small portions of IA and SD. A strong candidate will have had success in driving sales growth with established and new retail accounts. Day to day activities will be working in retail stores promoting and educating the retail staff and their contractors on the various attributes of our products and services. A successful candidate will also be independently self-motivated, able to manage professional relationships effectively and connect easily to motivate customers and business partners. Tri-State Wholesale Flooring seeks out employees that value ongoing professional development with the desire to take on additional responsibilities for the advancement of the employee and the organization.

Job Responsibilities

- Develop customer loyalty by calling on customers through regular phone calls, site visits, social events and company trips according to weekly call plan and overall sales plan for the territory.
- Provide a high level of customer service by daily responding to customer needs, monitoring sales for accuracy and maintaining a supply of product literature and samples for the territory.
- Maintain a professional image with all customers (existing/potential), vendors, and the general public through a professional attitude and appearance to include maintaining all company provided sales tools (phones, electronics, vehicles).
- Document and maintain customer data regarding contact names and information, product display placement, special pricing (negotiated/programmed), and general stocking programs.
- Support customers by promptly reporting customer claims, complaints, and supporting the returns process.
- Work with management to develop annual sales projections and monthly report on sales activities reforecasting as needed.
- Professionally develop an intentional, relational sales approach that identifies customer's needs, develops promotional programs as needed, offers persuasive presentations, overcomes objections, and closes the sale.
- Develop trust and new revenue streams by strategically calling on potential new customers through both cold calling, research, and referrals.
- Develop trust and new revenue streams by assisting architects, designers, and larger companies with project development.
- Support Accounting Department by monitoring customer's ability to stay current.
- Promote, sell and setup retail merchandising systems in stores along with needed product training.
- Plan, carry out and support marketing activities and integrate personal sales efforts with other organized marketing activities, i.e. product launches, promotions and product training demonstrations.

- Support both Marketing, Purchasing and the Warehouse in moving aged and discontinued inventory by presenting promotions to customers, and being present at all company wide and territory specific promotional events.
- Accurately manage and report sales expenses according to company policy.
- Collaborate with management, sales and business partners to develop marketing strategies to increase revenue with TSF products and services.

Job Qualifications

Education, Experience and Skills

- Prefer minimum five years' experience in sales, preferably direct field sales.
- Ability to coordinate multiple projects simultaneously. Working in an industry with a focus on interior design is a plus.
- Motivated self-starter with a positive attitude; able to work independently and under pressure to meet customer expectations. Respond to all calls and communicate within an 18-hour period.
- Team player, who works well with customers, vendors, third-party firms and team members of all levels and backgrounds.
- Ability to meet core computer competencies. Proven skill with general office equipment and email communication. Microsoft Word, Outlook and Excel competencies are required. Proven competencies in working with smartphones and tablets are required.
- Excellent presentation, oral, written, and interpersonal communications skills to effectively interact, influence and negotiate with internal and external audiences and business contacts, at all organizational levels. Ability to successfully negotiate while maintaining relationships.
- Candidate must live in or near Omaha, NE region.

Travel

- Travel is necessary to meet with customers, partners and potential vendors. Travel demand for approximately 90% of work schedule. Candidate must have a clean driving record.

Tri-State Wholesale Flooring is an Equal Employment Opportunity Employer without regard to race, color, religion, creed, age, sex, national origin, veteran status, disability (as long as the individual is able to perform the essential functions of the job with or without reasonable accommodation), and any other characteristic protected by Law.

Job Type: Commission