



## TERRITORY SALES MANAGER

Full-time, position will be located in St. Louis, MO

As a Strategic Account Manager (SAM) You will be responsible for growing sales in the North Dakota territory. You will coordinate with and contribute to the overall growth of the Lawless North Central business. Primary emphasis will be focused but not limited in the industrial, STAFDA and the NTEA market segments. You will be responsible for sales of all Lawless North Central product lines based on customer needs, competition, and market potential and help formulate and execute the business strategy in your territory. You will act as the point of contact at the distributor level while also focusing strategically on end user engagement and joint calls. These activities require scheduling, promotion, set-up, presentation, and take-down, as well as providing observation and suggestions for improvement. You will work with Regional Sales Managers, Marketing and Category Managers to develop/execute sales strategies and programs; and communicate appropriate market trends and field intelligence. This position will report directly to the President.

### RESPONSIBILITIES

- Drive demand and grow sales of all Lawless Group manufacturer product lines in the defined marketplace.
- This includes being distributor facing, active on end user jobsites, prospecting, conducting sales calls, identifying opportunities, and giving presentations including hands on demonstrations.
- Analyze industry and market needs and develop the appropriate strategies, forecast territory demand, and provide support as needed by the customer and/or company.
- Assist in securing and maintaining product specifications from structural engineers and other specifiers.
- Develop and maintain key relationships with distributor customer and key end users in the market.
- Provide ongoing training sessions, product demos and technical support and be a problem solver for customers.
- Understand customers' pricing structure and demands in the local market.
- Other duties and responsibilities, including but not limited to, consistent CRM management and usage, scheduling, business planning, and submitting expense reports in a timely manner.

### DESIRED SKILLS & EXPERIENCE

- Bachelor's degree preferred.
- 3-5 years of servicing contractors, distributors, engineers, and building departments on construction product lines preferred.
- 3-5 years of industry experience and/or training. Fluent in commercial construction practices and distribution channels. Must have a strong working knowledge of project workflow from architect/engineer to the contractor. Sales and account management experience with a proven track record of sales/profit growth preferred.
- Multi-level selling. Ability to present to distributor principles all the way to the end user.
- Ability to exhibit creativity and innovation when contributing to organizational and individual objectives.
- Ability to respond positively to change, embracing and using new practices or values to accomplish goals and solve problems.
- Ability to build and sustain productive customer relationships.
- Ability to find and maximize opportunities for growth and development.
- Ability to identify what needs to be done and take action, when situation requires it.
- Ability to address issues in an open, constructive, professional manner.
- Ability to manage multiple projects and priorities simultaneously as well as quickly reallocate resources in order to respond to changing customer and team member needs.
- Proficient knowledge of Microsoft Office (including Outlook, Excel, Word and Power Point), CRM, SAP ERP, and other industry standard software packages. Ability to learn new systems in a timely manner.
- Driving Record: A valid driver's license and a clean driving record are required.

### TRAVEL REQUIRED

This job requires 25% overnight travel

