

LDJ Manufacturing, Inc.
Territory Sales Manager - Position Description

Job Title: Territory Sales Manager
Department: Sales
Territory: MI, OH, WVA, VA, NY, VT, NH, ME, MA, RI, CT, NJ, MD, DC, PA
Reports to: Vice President, Sales
FLSA Status: Exempt
Prepared by: Human Resources
Rev Date: Rev 8/6/2020

Position Summary:

LDJ Manufacturing is home to the Thunder Creek Equipment brand of diesel fuel and service trailers. LDJ is a family-owned company, with strong Midwest roots and values, and a mission to develop, manufacture, and market innovative products that provide value to our customers in the agricultural, construction, and oil industries.

Reporting to the Vice President of Sales, this position will be responsible for leading the sales and territory development initiatives of the product line in the given territory. As a member of our professional sales team, you will develop and enhance relationships with existing dealers, dealer candidates, and customers in the Agriculture, Construction, Fuel Distribution, Transportation, and commercial Industries.

Primary Duties and Responsibilities:

- Build and cultivate successful distribution channels in assigned territory through dealers, distributors, and direct sales
- Develop and maintain strong relationships with existing dealers in the territory
- Communication of price programs
- Develop and execute business and marketing plans with assigned dealers
- Pursue direct sales by following up on new leads, referrals and generating new prospects via cold calling
- Support customers and dealers in need of warranty and product support
- Compiling and communicating up-to-date competitive market data relative to the industry and assigned sales territory
- Provide training and support to dealers in the territory
- Follow-up for collection of payment
- Direct calls to end customers
- Participating in product innovation initiatives when requested
- Keep management informed by submitting activity and results reports
- Monthly and Annual territory analysis and forecasts
- Attendance at National and Regional trade shows, seminars, and dealer events
- Other duties as management delegates

Ideal Candidate will Possess the Following Skills/Qualities:

- Agricultural machinery background and familiarity with retail and wholesale distribution.
- Experience successfully managing equipment dealer relationships
- Experience at either dealership level or with Ag/Construction machinery company
- Experience in developing a dealer network
- 5+ years' experience
- Ability to travel 75% of the time with a valid driver's license, passport will be required for possible international travel
- Excellent negotiation skills and expertise knowledge in finance close sales

- Highly proven interpersonal skills
- Excellent problem analysis and problem-solving skill set
- Proficient computer use including Microsoft Office, Microsoft Word, PowerPoint & Excel
- Valid driver's license, CDL endorsement is preferred

Benefits:

- Full time position
- PTO
- Health insurance
- Life insurance
- Flex spending plan
- Dental insurance
- Vision insurance
- Supplemental insurance
- Simple IRA retirement plan
- Short- and long-term disability
- Salary based on qualifications
- Commission