

## Territory Manager – Outside Sales

National Oak Distributors, Inc. is the country's largest independent Automotive Paint, Body and Equipment Warehouse Distributor. Our facilities (14) are strategically located throughout the United States to provide our customers with high service levels.

We are dedicated to building and maintaining a highly visible, successful, ethical and profitable wholesale distribution company to service the Automotive Refinishing market and related industries. Our success depends upon each team member's understanding that every position in the company is important and that working together harmoniously as a team will help to accomplish our goals. We recognize that our customers' needs are the most important objective of our business and we will do everything within our abilities to satisfy those needs.

### **Job Summary:**

Develop new prospects and interact with existing customers to increase sales and margins while promoting long term customers relationships built on trust and integrity. Responsible to profitably grow sales to achieve yearly sales goals as a sales consultant for current core industry, emerging industries and markets; responsible for prospecting for new accounts, retaining existing accounts, and increasing revenue and margin contribution with existing customers.

### **Responsibilities & Key Accountabilities:**

- Conducts on-site customer visits with new and existing customers
- Manages sales volume with an existing group of customers and prospects successfully to expand the customer base
- Forecasts, prospects, and bids for new business to include customers, markets, and additional service opportunities
- Maintains existing and builds new customer partnerships
- Develops and sustains sales relationships with key decision makers and influencers on all levels of an organization
- Shares market and competitor information with all applicable channels within the organization; establishes relationships and working partnerships
- Partners with customers, vendors, Credit/Collections, and Operations to quickly resolve customer service issues
- Identifies customer products needs and coordinates execution of orders
- Demonstrates skill in data analysis
- Maximizing ROI concepts for developing customer call/visitation schedule
- Able to transfer sales reporting and analysis into actionable territory plans

**Qualifications:**

Must pass the Drug test, background check and pre-employment test(s)

Consultative selling or Solution based selling experience

PBE or equivalent product knowledge

Current Microsoft Office experience

Demonstrated time management skills

Analytical and data driven

**Education & Experience:**

Bachelor Degree highly preferred

Generally 5+ years of wholesale distribution sales preferably in the PBE industry

NOD is an EOE

**Application Process:**

Resume submittal: submit resumes and cover letters to [hire@nationaloak.com](mailto:hire@nationaloak.com) with subject "Territory Manager" as well as the location that you are applying for.