

Territory Manager

Company Overview:

Hettich was founded in 1888 and is today one of the world's largest and most successful manufacturers of furniture fittings. Over 6,600 members of staff in almost 80 countries work together towards one objective: developing intelligent technology for furniture. With it, we excite people across the globe. And are a valuable partner to the furniture industry, retailers and the trades.

The Hettich brand stands for consistent values: for quality and innovation. For reliability and closeness to customers. Despite our size and international significance, Hettich has remained a family owned business. Independent of investors, we have a free hand in shaping our future with a focus on the human element and sustainability.

Job Summary:

The primary focus of the Territory Sales Rep. is to develop and manage sales in the territory with the goal of significantly increasing penetration into that market. This Territory Manager will be responsible for the following states: Wisconsin, Illinois, Indiana, Ohio, Michigan, and Kentucky. This position will be responsible for maintaining/growing business with established customers and developing business with new customers. In addition, the Territory Sales Rep. is responsible for managing the distribution partners in the assigned territory and identifying and developing distributors. Account management skills are a must. The candidate should reside in the territory.

Essential Functions:

- To increase sales with existing & new accounts in the assigned geographical territory both direct and through Distributors where applicable.
- To manage all aspects of daily inter-actions with customers in territory
- To investigate territory potential and enter data into CRM
- Develop and expand relationships.
- Demonstrate fiscal responsibility by adhering to expense limits and car care.
- Consistently stay apprised of competition, both on the distributor and direct sales levels
- Adequately prepare for sales presentations.
- Routinely use computer related software such as Lotus Notes, Microsoft Office and CRM.
- Direct Accounts: To increase business with direct accounts. To avoid possible conflicts with Distributors. Managing accounts that are served directly by Hettich America, LP, (OEM's).
- Distributors: to support identified Key Distributors in growing their business by:
 - Sales calls to Distributors and administering ongoing programs, introductions of new programs etc.
 - Training distributor personnel on products.
 - Making joint sales calls with Distributor Reps
 - Making personal sales calls without Distributor Reps and supporting accounts to the Distributor
 - Working with upper level management at distributors to develop marketing strategies to increase sales.
 - Developing relationships with distributor sales-people in order to work together to increase sales and improve existing relationships.
 - Manage distributor sales personnel with regards to sales progress and target generation.

Qualifications

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

Attributes & Qualities

- Excellent communication and organizational skills
- Professional appearance
- Entrepreneurial spirit
- Creative mind
- Self-motivated and able to work independently
- Demonstrated success in outside sales and account management. Preferably in the industrial sales, technical sales or major appliance industry
- Knowledge of the US major appliance industry a plus.
- Excellent communication and organizational skills
- Able to work in an engineering, marketing and production manufacturing environment to help customers design and develop functional hardware solutions to be used in major appliances
- Must possess strong presentation skills and be able to communicate professionally

Education and/or Experience:

- Bachelor degree preferred
- A minimum of 3 years of demonstrated success in outside sales/account management experience.
- Preferred industry experience in the industrial sales or distribution
- Experience in KAB preferred

Language Skills:

- Excellent communication skills. Ability to read, and interpret general department materials. Ability to write reports, and business correspondence. Ability to effectively present information and respond to questions from employees, and management.

Mathematical and Reasoning Ability:

- Ability to perform basic mathematics.

Computer Skills:

- Previous experience with variety of computer software applications in word processing, spreadsheets, data base and presentation software (Microsoft Word, Excel, PowerPoint).
- PC proficiency a must (Excel, PowerPoint, and Word). SAP and CRM experience preferred

Working environment:

- Work from home; office environment

Physical Demands:

- Prolonged periods of sitting at a desk and working on a computer.
- Must be able to lift 15 pounds at times.

Expected Hours of Work:

- Monday through Friday. 8:00AM-5PM.
- Night and weekend hours may be required

Travel:

- Required to travel up to 50%, some overnight, within your defined territory.

Safety Equipment:

- Wear approved safety shoes for working in manufacturing environment as well as approved standard eye protection glasses.

This job description is not inclusive of all of the duties of the job. The employer has the right to revise this job description at any time. This job description is not a contract for employment and either you or the employer may terminate employment at any time, for any reason.

Hettich America is an. We encourage qualified minority, female, veteran and disabled candidates to apply and be considered for open positions.

Please email resumes to HR@HettichAmerica.net.