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Position: Territory Sales Manager

Office Location: Lower Michigan or Indiana

Reports to: VP of Sales

Job Summary

Responsible for understanding, developing, and managing all sales activities within the defined geographical territory to maximize and grow revenue by marketing product lines and offering product support services to existing customers and acquiring new business.

The Responsibilities will include:

- a. Develop an in-depth knowledge of Rock Machinery's core product lines and utilize this knowledge to successfully market these product lines, services, and offer product support to new and existing customers in the assigned territory
- b. Build long-term, productive, and mutually beneficial relationships with all levels at existing and new customers operations.
- c. Territory will include: Ferrous and Non-Ferrous mining operations of Minnesota & Northwest Wisconsin including the pellet loading facilities and key aggregate producers within coverage area
- d. Provide management team timely, reliable business intelligence
- e. Provide marketplace pricing guidance, assist in preparing formal bid/quote documents
- f. Develop, understand, manage customer's pricing & commercial terms & conditions
- g. Become the single point of contact for RM in territory
- h. Maintain clear communications internally and externally
- i. Management and flexibility is required by Employee to:
 - a. Ensure quality call frequency in assigned territory
 - b. Ensure superior field service and product support
 - c. Ensure Territory's profitability
- j. Maintain & utilize existing ZOHO CRM system
- k. Prepare & present professional customer facing presentations

Requirements and Qualification:

- a. Bachelor's degree is preferred. Industry experience will be considered in lieu of a degree. Typically requires three years of experience in sales, preferably in the Mining and/or Aggregate industries. Ability to read and understand layout and assembly drawings a plus. Must possess and maintain a valid driver's license and clean driving record.

Travel

- a. Requires travel approximately 60% of the time with travel frequently being overnight and outside the local area. Will also be required to attend trade shows, manufacturing facilities, supplier sites and other industry activities as required.

Competencies

Adaptability:

Adapts to changes in the work environment; Manages competing demands; Changes approach or method to best fit the situation; Able to deal with frequent change, delays, or unexpected events.

Analytical, Creative, and Strategic Thinking:

Weighs the costs, benefits, risks, and chances for success in planning; develops and proposes a long-term strategy for the organizations on an analysis of the industry and marketplace and the organization's current and potential capabilities as compared to competitors; develops fresh ideas that provide solutions to all types of workplace challenges.

Attention to Detail:

Precisely captures information to complete work accurately and ensures that information is always reviewed in accomplishing tasks.

Computer Skills:

Typically possess advance computer skills with proficiency in using Microsoft Office (Outlook, Word, Excel, PowerPoint, etc.) and strong experience with marketing techniques (social media, image creation, content management systems, website optimization, etc.). Additional knowledge of marketing programs including adobe, photo editing, and web design programs is a plus.

Initiative:

Takes prompt action to accomplish objectives; Undertakes self-development activities; Takes independent actions and calculated risks; looks for and takes advantage of opportunities; Asks for and offers help when needed.

Leadership:

Exhibits confidence in self and others; inspires and motivates other to perform at their highest standards; inspires respect and trust; accepts feedback from others; gives appropriate recognition to others.

Oral and Written Communication:

Exceptional communication and presentation skills; writes clearly and informatively with ability to read and interpret written information. Edits work for spelling and grammar errors using proofreading skills. Speaks clearly and persuasively in a positive or negative situation; Effectively conveys information in a clear and professional manner.

Professionalism:

Approaches others in a tactful manner; reacts well under pressure; accepts feedback from others; treats others with respect and consideration regardless of their status or position; accepts responsibility for own actions; follows through on commitments.

Self-Management:

Manages own time, priorities, and resources to achieve objectives.

Teamwork:

Maintains good working relationships with all co-workers; Exhibits a respectful and cooperative attitude; Contributes to a positive and supportive workingenvironment.

Supervision Typically Received:

Infrequent supervision; receives guidance regarding general objectives. Typically, determines the methods and process to be used to achieve the objectives of the assignments given, within specific policy and practice guidelines. Work or goals are typically reviewed upon completion or at periodic intervals.

Supervisory Responsibilities:

No initial direct supervisory responsibilities but may provide work direction and review on projects. Potential direct supervision as marketing team expands due to future growth and needs.

Work Environment:

Work may be performed in a professional office environment or other temperature-controlled area. Work may be performed outside of the office traveling in a vehicle or in an outside environment in a customer plant or location. This role routinely uses standard office equipment such as computers, telephones, photocopiers, filing cabinets, and fax machines. Employee must always adhere to the company's safety policies and procedures.

Physical Requirements:

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential function of the job. The employee is frequently required to sit, walk and stand; talk or hear, both in person and by telephone, use hands repetitively to finger, handle, feel, or operate standard office equipment; and reach with hands and arms. The employee must frequently lift and/or move up to 10 pounds and occasionally lift and/or move up to 50 pounds. Specific vision abilities required by this job include close vision, distance vision, and ability to adjust focus