

VAN MILLWORK

I N T E R I O R S P E C I A L I S T S

Territory Manager

Job Summary

Foster and maintain excellent customer relationships in your territory.
Build brand loyalty/market share for Van Millwork products in the industry: identifying, capturing, and developing long-term partnerships with builders.

General Accountabilities

- Contacts regular and prospective customers to demonstrate products, explain product features, and solicit orders.
- Recommends products to customers, based on customers' needs and interests.
- Answers customers' questions about products, prices, availability, product uses, and credit terms.
- Drive the entire order creation/fulfillment process; take-off, quote, order and post-delivery follow-up to assure Van Millwork earns the builders ongoing business.
- Consults with clients after sales or contract signings to resolve problems and to provide ongoing support.
- Contribute in the company's ongoing commitment to create layers of sustainable advantages to the builder (i.e. process improvements, new products, competitive/market intelligence, etc.)
- Contribute to the success of the Needham Showroom- help promote and staff the location. Attend any Van Millwork sponsored events and functions
- Performs administrative duties, such as preparing sales budgets and reports, keeping sales records, and filing expense account reports.
- Maintain Sales goals
- Performs other related duties as assigned by management.

Job Qualifications

- Education: High School Diploma
- Experience: At Least one + years of related experience.

Skills

- Excellent written and oral communication skills
- Active listening
- Social perceptiveness
- Critical thinking
- Service orientation
- Negotiation
- Coordination

Other:

- Exempt