



WEBCO HR, Inc.

Let Experience be Your Guide

SALES TERRITORY MANAGER – ST. LOUIS, MISSOURI

WEBCO HR, Inc. is seeking a Sales Territory Manager for one of our clients with a sales territory in St. Louis, Missouri.

SUMMARY:

If you are looking to join the fastest-growing sales department, which is comprised of passionate, driven & supportive team members, then this Sales Territory Manager role may be the position for you!

RESPONSIBILITIES:

You will have ownership for maximizing sales and ensuring market penetration with existing accounts, as well as actively pursuing new customers and developing new opportunities. You will be specifying most product lines in the Healthcare and Spaces markets. A good understanding of the construction/bidding process is required. This position is heavily focused on building relationships with architecture and design firms. As you maintain strong relationships across our customer base, you will also gain recognition as an industry resource and product expert. A day in the life of this position will include appointments/presentations with architects, interior designers, contractors, and facility end users. The territory will cover Eastern, Central Missouri, and Southern Illinois.

REQUIREMENTS:

Reside in St. Louis and be passionate about selling products that are of the highest quality and value in their class. The position requires the candidate to be energized by working for a world-class manufacturer and collaborating on cross-functional teams. They must be a self-starter and organized and recognize the importance of building and maintaining strong interpersonal relationships. Candidates must have a bachelor's degree and demonstrate excellent presentation and computer skills. Prior outside sales experience calling in construction or building products, calling on architects and designers, is preferred.

COMPENSATION:

- \$70,000 - \$80,000
- Full Benefits

THE COMPANY:

Since 1979, our client has been a global provider of high-performance, design-forward architectural products for commercial buildings. Their product categories include door + wall protection, washrooms, expansion joint systems, privacy, elevator Interiors, architectural signage, and commercial window treatments.

WEBCO HR, Inc. is an Equal Opportunity Employer

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