



WEBCO HR, Inc.

Let Experience be Your Guide

TERRITORY SALES MANAGER - MADISON, WISCONSIN

WEBCO HR, Inc. is seeking a Territory Sales Manager for one of our clients located in the Madison, Wisconsin.

RESPONSIBILITIES:

Sales Growth:

- Develop and execute a strategic sales plan to achieve and exceed sales targets for Containers, Ground Level Offices, Singlewide Modular Structures, Complex Modular Structures (in certain markets) and value-added products.
- Approximately 40% of time will be spent on outbound prospecting, 30% on inbound inquiry conversion, and the balance on account development and in-person prospecting or customer visits.
- Identify and prioritize potential customers, industries, and market segments to pursue for business development.
- Maintain a robust sales pipeline and consistently work towards converting leads into successful sales.
- Pursue a high volume of top project and transactional opportunities while offering turnkey space solutions and value-added products.

Customer Relationship Management:

- Build and maintain strong, long-lasting customer relationships through regular communication, site visits, and exceptional customer service.
- Understand customer needs, provide product recommendations, and address inquiries or concerns promptly.
- Collaborate with customers to create tailored solutions that meet their specific container and modular structure requirements.
- Utilize Salesforce CRM system to track performance and manage customers collaboratively.

Market Analysis:

- Stay up to date with industry trends, market conditions, and competitor activities within the territory.
- Conduct market research and analysis to identify potential opportunities for growth and differentiation.
- Provide feedback to the management team on market insights and customer feedback.

Quoting and Pricing:

- Employ a consultative selling approach where appropriate to maximize pricing and monthly lease rates.
- Prepare accurate and competitive price quotes for potential customers.
- Negotiate terms and conditions of sales agreements to ensure mutually beneficial outcomes.
- Collaborate with internal teams to ensure seamless order processing and delivery.

Reporting and Documentation:

- Maintain detailed records of sales activities, customer interactions, and sales forecasts using CRM software.
- Generate regular reports on sales performance, market trends, and competitor activity for management review.
- Meet daily/weekly expectations on leading indicators to meet trifecta goals.

Team Collaboration:

- Collaborate with cross-functional teams, including operations, logistics, and customer support, to ensure customer satisfaction and successful project execution.

REQUIREMENTS

- High school diploma, GED or applicable experience.
- 1 year of outbound prospecting experience, or 1 year of experience at WSMM.
- Willingness and ability to travel 10%-20% to conduct field visits with important customers
- Demonstrated professional communication skills.
- Experience effectively using Microsoft Office (including Outlook, Word, and Excel) and Teams).

COMPENSATION:

- \$45,000 to \$55,000 Annual Base Salary.
- Commission.
- Bonus Potential.
- Full Benefits.

THE COMPANY:

Our client has the largest fleet of quality modular building and portable storage units in North America including Clearspan structures, climate-controlled options and so much more. They focus on doing one thing very well: making it easy for the customer to get the storage containers and modular buildings they need, configured as they need them and delivered where and when they need them.

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WEBCO HR, Inc. is an Equal Opportunity Employer

APPLY