



WEBCO HR, Inc.

Let Experience be Your Guide

TERRITORY SALES MANAGER – LANCASTER, CALIFORNIA

WEBCO HR, Inc. is seeking a Territory Sales Manager for one of our clients located in Lancaster, California.

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:

- \$68,640 Annual Base Salary.
- Commission.
- 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.

WEBCO HR, Inc.
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WEBCO HR, Inc. is an Equal Opportunity Employer

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