



**WEBCO HR, Inc.**

Let Experience be Your Guide

## **SALES TERRITORY MANAGER - SYRACUSE/ROCHESTER, NY**

**WEBCO HR, Inc.** is seeking a Sales Territory Manager for one of your clients located in the Syracuse/Rochester area of New York.

### **SUMMARY:**

If you are looking to join a fast-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. 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 mainly covers upstate New York and eastern Pennsylvania.

### **REQUIREMENTS**

- Candidates must have a bachelor's degree in a related field.
- Demonstrate excellent presentation and computer skills.
- 5-7 years of outside sales experience.
- Prior outside sales experience calling in construction or building products, calling on architects and designers, is required.
- The ideal candidate will reside near the Syracuse or Rochester areas 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, organized, and recognize the importance of building and maintaining strong interpersonal relationships.
- Must have experience working with the architectural and design communities, specifically calling on clients within the Healthcare industry.
- Must have experience specifying commercial building products

### **COMPENSATION:**

- \$95,000 to \$100,000 Annual Base Salary.
- Commission.
- 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 and wall protection, washrooms, expansion joint systems, privacy, elevator Interiors, architectural signage, and commercial window treatments.

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

**APPLY**