



## Territory Manager

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<b>Title</b>	Territory Manager
<b>Department(s)</b>	Sales
<b>Reports to</b>	General Manager

### The Role

AllStar Auctions Inc. is currently seeking an individual that is an outgoing, driven, charismatic self-starter. The ideal candidate will be capable of utilizing existing client lists as well as creating new prospective client leads to optimize and expand upon the services provided by AllStar Auctions within their assigned territory. The Territory Sales Manager will take an innovative approach on growing the client base in order to raise brand awareness, promote services, and ultimately drive sales revenue to meet and exceed the communicated sales quotas. This position reports directly to the General Manager.

### Scope of Responsibilities

- Develop and maintain an in-depth knowledge of the company's core services in order to increase the client base/services sold within their respective territories
- Accurately communicate company services to clients in a way that meets their needs and adds value for ongoing business relations
- Create and execute a territory sales plan that meets and/or exceeds established sales quotas to continually support company revenue and profit targets.
- Strategize on and create business development plan by working closely with the General Manager to maximize on all client interactions.
- Meet regularly with existing customers and prospects in sales territory to understand their evolving business needs and position service solutions to meet those needs.
- Build long-term, productive, and mutually beneficial relationships with existing and new customers.
- Maintain consistent communication inclusive of timely follow-ups with customers and prospects by being readily available and responsive to customer's real-time needs.
- Ability to accurately appraise, photograph, and provide formal quotations for equipment when working in the field.
- Understand and communicate the eligibility of equipment being sold by taking into account all relevant legislation requirements and restrictions that could potentially impact the sale of client equipment
- Accurately fill out and manage contract documents
- Work effectively with internal support departments (Operation staff, Product Development) to promote sales for new and existing customers to maximize the company's visibility with external clientele.

- Communicate information of sales effectively back to internal support departments to increase accuracy of information and maintain internal documentation requirements.
- Develop innovative approaches to grow business within the sales territory through a variety of methods to ensure that the desired target markets are reached.
- Be present during auctions as required in order to support the sale, client relations, and understand the sale process.
- Provide post-sale support as needed in order to maintain customer experience and support business operations
- Actively identify, communicate and engage in business improvement activities to increase efficiency, quality, and value of services provided to improve customer experiences.
- Attend conferences and professional association meetings and promote products and brand as directed.
- Complete sales activity reports and presentations as required in a timely manner.
- Other duties may be assigned.

## Experience:

- Minimum of 5 years sales experience, with at least 3 years revenue cycle experience. Preferred.
- Demonstrated sales track record, new sales track record & quota attainment
- Ability to effectively utilize CRM to maintain and develop assigned territory
- Demonstrated effectiveness in new business development and lead qualification
- Ability to work effectively in a home-based environment
- Ability to travel extensively within assigned territory 80% minimum.
- High School Diploma or GED equivalent
- College Degree or Diploma in Business Administration is preferred
- 3 years of experience in Auction Industry
- Microsoft Office and Computer applications skills are an asset
- Marketing background/courses would be an asset
- Product knowledge is considered an asset
- Demonstrated ability to convert prospects and close deals while maintaining established sales quotas.
- Solid experience in opportunity qualification, pre-visit planning, call control, account development, and time and territory management.
- Strong knowledge of sales principles, methods, practices, and techniques.
- Strong problem identification and objection resolution skills.
- Able to build and maintain lasting relationships with customers.
- Exceptional verbal communication and presentation skills.
- Excellent listening skills.
- Strong communication skills.
- Self-motivated, with high energy and an engaging level of enthusiasm.
- Able to perform basic calculations and mathematical figures.
- Ability to work individually and as part of a team.
- High level of integrity and work ethic.
- Must possess a valid drivers' license
- Experience with customer relationship management software.

## Working Conditions

- Frequent travel is required, often up to several hours of driving per day.
- Ability to travel to, attend, and conduct presentations.
- Manual dexterity required to use desktop computer and peripherals.
- Occasional lifting of items up to 50 lbs.
- Overtime as required.
- Exposure to variable weather conditions is likely.

### **Disclaimer**

The above statements are intended to describe the general nature and level of work being performed by people assigned to this classification. They are not to be construed as an exhaustive list of all responsibilities, duties, and skills required of personnel so classified. All personnel may be required to perform duties outside of their normal responsibilities from time to time, as needed.

AllStar Auctions is an equal opportunity employer and welcomes diversity of applicants. We thank you in advance for your interest; however only applicants selected for an interview will be contacted. Please continue to check for current opportunities.