

Territory Account Manager -JD-065

Territory Account Manager

Overview

The Territory Account Manager is a professional, non-overtime eligible position that reports to the National Sales Manager. The Territory Account Manager's role requires an experienced sales professional to cover a designated territory; is responsible for executing sales strategy, initiating contact with existing customers and prospects to identify the needs and sell appropriate products to those accounts. In addition, this role provides troubleshooting and diagnostic services.

Essential Functions

- The position based out of a home office; requires travel up to 50% within assigned territory and in some instances requires extended overnight stays.
- Create yearly sales growth by focusing on designated accounts within the territory.
- Must grow and maintain diagnostic test kit business in defined geographic territories by planning and conducting cold calls, web meetings and emails to prospects and customers.
- Manage all sales-related administrative duties, such as entering leads into the CRM database and submitting expense reports, call activity reports, quotations, and sales contracts.
- Must provide training and support all aspects of the products including product firmware, software, procedures, and other technical aspects of the product.
- Sales team support may be required outside territory. Trade show participation is required.
- Works closely to provide updates to marketing department on competitive situations.
- Nothing in this job description restricts management's right to assign or reassign duties and responsibilities to this job at any time.

Knowledge, Skills & Abilities

Required:

- Bachelor's Degree in Food/Life Science/Agricultural Business or equivalent.
- Knowledge of food, beverage and feed chemistry, microbiology, and/or agricultural practice.
- Must possess a valid driver's license and valid passport.
- Organized, disciplined and self-motivated worker.
- Ability to adapt to an ever-changing marketplace.
- Interest to sell commercial products to the food and agricultural industries.
- Excellent verbal and written communication skills.
- This is a full-time position. Days and hours of work are Monday through Friday, 8:30 a.m. to 5:30 p.m., hours/days may vary (including occasional weekends) depending on business and customer needs.
- Travel is primarily local during the business day, although some out-of-the-area and overnight travel may be expected up to 50%.

Preferred:

- 3-5 years related sales experience.

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- Technical understanding of microbial, ATP & mycotoxin offerings and how they can meet food safety initiatives.
- Quality Assurance, HACCP, ISO, and marketing experience a plus.
- Quality certifications, regulatory, or inspectional experience is also desired.
- Skilled with Microsoft Excel, Word, PowerPoint, etc.
- GMP/GLP Experience.
- Preferred Locations would be Dallas, Houston, Austin, San Antonio, or New Orleans.

Physical Requirements

- The person in this position frequently communicates with distributors and customers who have inquiries about the product, invoice, or shipping confirmation. Must be able to exchange accurate information in these situations.
- Occasionally must be able to lift 45 pounds, as well as handle travel gear.
- Constantly operates general office equipment as well as operates and demonstrates company equipment.
- The employee frequently is required to stand; walk; use hands or finger, handle or feel; and reach with hands and arms.
- Due to required travel this position may experience weather and temperature fluctuations.
- High levels of stress often occur; must be able to work under the pressure of tight deadlines.

We are an equal employment opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, gender, sexual orientation, gender identity, national origin, disability status, protected veteran status or any other characteristic protected by law.

Territory Account Manager:

Career Resources: <https://charmsciences.clearcompany.com/careers/jobs/90c219a3-9842-bd05-69b1-191cdaf880d0/apply?source=2396765-CS-29021>

Easter Seals: <https://charmsciences.clearcompany.com/careers/jobs/90c219a3-9842-bd05-69b1-191cdaf880d0/apply?source=2396765-CS-29020>

Handshake: <https://charmsciences.clearcompany.com/careers/jobs/90c219a3-9842-bd05-69b1-191cdaf880d0/apply?source=2396765-CS-29022>

Lawrence Working Families Initiative:

<https://charmsciences.clearcompany.com/careers/jobs/90c219a3-9842-bd05-69b1-191cdaf880d0/apply?source=2396765-CS-49871>

Mass Rehab: <https://charmsciences.clearcompany.com/careers/jobs/90c219a3-9842-bd05-69b1-191cdaf880d0/apply?source=2396765-CS-29017>

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Military Pipeline: <https://charmsciences.clearcompany.com/careers/jobs/90c219a3-9842-bd05-69b1-191cdaf880d0/apply?source=2396765-CS-29019>

Recruit Military: <https://charmsciences.clearcompany.com/careers/jobs/90c219a3-9842-bd05-69b1-191cdaf880d0/apply?source=2396765-CS-50047>

State: <https://charmsciences.clearcompany.com/careers/jobs/90c219a3-9842-bd05-69b1-191cdaf880d0/apply?source=2396765-CS-29016>

Vets: <https://charmsciences.clearcompany.com/careers/jobs/90c219a3-9842-bd05-69b1-191cdaf880d0/apply?source=2396765-CS-29015>

WorkinTX: <https://charmsciences.clearcompany.com/careers/jobs/90c219a3-9842-bd05-69b1-191cdaf880d0/apply?source=2396765-CS-34078>

Louisianaworks: <https://charmsciences.clearcompany.com/careers/jobs/90c219a3-9842-bd05-69b1-191cdaf880d0/apply?source=2396765-CS-51744>