

Western OH / Northern IN – Territory Sales Manager

Location: Dayton Area Ideally, with flexibility for the right person

Hayward Distributing

Opportunity:

If you are looking for an entrepreneurial culture and thrive on the freedom to manage your own schedule and push for your next sale – this is an opportunity for you. In this outside sales role, you enjoy driving the territory to sell lawn and garden equipment to dealerships in western Ohio and northern Indiana by demonstrating new equipment, continuously cold calling new dealership prospects, and selling new products.

In this territory, you will sell several well-known commercial equipment lines like Bobcat and Encore lawnmowers; Steiner tractors; EGO battery powered equipment; turf care equipment such as Little Wonder, Ryan, and Brown; and several additional peripheral lines.

You will develop strong relationships with key accounts by doing what you say you will do. This territory offers a strong existing book of business as well as several lines with an opportunity to grow. It is expected that you will be on the road often, but not so much that every week is an extended road trip.

As the ideal territory manager, you are an action oriented sales professional with a passion for equipment as well as hunting for new B2B sales. You are an energetic and positive go getter who would rather make a mistake by doing something the wrong way rather than not at all. You treat people fairly and know how to keep things simple while remaining flexible and nimble. As a tenacious and resourceful individual, you can sell features and benefits of both equipment and sales programs to dealers.

Your responsibilities include (but are not limited to):

- Make continuous prospect calls
- Prospect and close new customer opportunities
- Establish strong relationships with lawn and garden and rental dealers throughout the territory
- Conduct on-site product demonstrations to gain new or expanded opportunities
- Penetrate existing customer base with new products
- Manage personal travel schedule and activities including scheduling appointments, meetings, demos, etc.
- Support distribution and end-user customers with regular contact at all levels
- Train dealer personnel in competitive strategies and product knowledge.
- Prepare and distribute weekly activity reports to sales management
- Contact and collect past due accounts

You will need:

- Passion for sales and a drive to increase them! We are looking for a hunter.
- Ready to work hard
- Evidence of career progression with growth and commitment
- Comfortable driving throughout the territory - road warrior mentality
- Basic computer skills

Preferred:

- Mechanical aptitude
- Interest in agriculture
- Outside Sales Experience
- Experience in B2B sales or equipment sales
- Experience in the agricultural industry or lawn and garden industry
- MS Dynamic / MS Office Experience

What sets Hayward apart from other companies?

- We are a stable company with a proven track record of success.
- Average tenure is over 11 years
- We provide you with the technology you need to succeed – Laptops, phones, hot spots, sales information systems, etc.
- We are a family company that has built a strong reputation in the industry by treating employees and customers fairly.
- Hayward Distributing is a 100-person company with the sophistication and support necessary to let you do your sales job without the large company bureaucracy that keeps you from doing it.
- Our benefits show we care about our employees and among others include health insurance, immediately vested 401(k) matches, 14 days PTO initially with increases with tenure, holidays, and highly competitive compensation packages and travel and expense reimbursement.

For more information about our company, visit www.haydist.com