

Territory Sales Manager - New York State

JS Woodhouse Division of 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'll enjoy driving the territory to sell agricultural, construction and forestry equipment to dealerships in New York. You will do this through cold calling new accounts, providing product demonstrations & scheduling regular visits with a well-established dealer network throughout the state.

In this territory, you will sell several strong & developing equipment and implement lines such as Bobcat, Worksaver, Westfield, Fransgard, Sitrex, Sundown, Sno-Way and many others. You will be part of our J.S. Woodhouse division, focusing on attachments for tractors and skid-steer loaders; hay making machinery; and industrial equipment for the construction and forestry industries. You will develop & maintain strong relationships with key accounts by doing what you say you will do. 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 the features and benefits of both equipment and sales programs to dealers.

Your responsibilities include (but are not limited to):

- Make continuous calls to existing customer accounts.
- Prospect and close new customer opportunities.
- Establish strong relationships with ag, construction, lawn and garden and rental dealers throughout the territory.
- Conduct on-site product demonstrations to gain new opportunities.
- Maintain a sales funnel by promoting seasonal ordering & stocking programs.
- Penetrate existing customer base with new product offerings.
- Manage personal travel schedule and activities including scheduling appointments, meetings, demos, trade shows, etc.
- Attend meetings & training sessions provided by manufacturers.
- Support dealers and end-use 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.
- Readiness 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 or lawn care.
- 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 us 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 the tech 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.
- JS Woodhouse/Hayward Distributing is a 90-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 visit www.jswoodhouse.com or www.haydist.com