

## **Territory Manager – Southeast USA**

Bob Dale Gloves is looking to hire a Territory Manager in Southeast USA.

At Bob Dale Gloves (BDG®), protecting people is our top priority. As a North American hand protection and personal protection equipment (PPE) supplier, this enthusiasm has guided us for 40 years. We do this by working with our distribution partners to meet the safety needs of customers across the continent.

We have an immediate ***full-time, permanent*** opening for a motivated and experienced ***Territory Manager***.

### **Position Summary**

The Territory Manager plays a crucial role in driving business growth within Southeast USA and surrounding areas as assigned.

This role demands a combination of sales expertise, strategic thinking, and customer relationship management abilities. You will be responsible for creating and executing an action plan by account to achieve specified sales targets, including implementing collaborative business plans that deliver continuous engagement and long-term mutual growth within assigned Key Accounts.

### **Type & Location**

This is a ***remote position*** based within USA; preference will be given to those residing in the Alabama, Georgia, South Carolina, Tennessee or Northern Florida region. Overnight and day travel is required.

### **Duties / Responsibilities**

- Maintain account profiles and penetrate and establish relationships across multiple touch points of the customer's value chain.
- Meet with customers regularly to discuss issues, plans, initiatives, etc.
- Develop and make presentations to all assigned customers to gain buy-in and alignment on proposed plans, strategies, and initiatives.
- Monitor regional account compliance with the plan.
- Increase BDG Sales to meet sales targets within the region.
- Establish and maintain highly effective business relationships with our national and regional distribution partners.
- Understand and actively support the BDG and distributors' plans for growth.
- Keep current on industry and market segment developments.

### **Experience & Skills Required:**

- The ideal ***Southeast USA*** candidate must be fluent in English. Speaking fluent Spanish would also be an asset but not mandatory.

- Must possess a valid driver's license and reliable vehicle, with the ability to travel
- MRO sales experience with a track record of achieving or exceeding sales targets
- Proven ability to form productive relationships with all levels of an organization on an ongoing basis
- Strong communication and presentation skills
- Strategic thinking and a creative and entrepreneurial spirit
- Excellent time management
- Working experience in industrial safety PPE and large distributor channels in the territory is an asset
- Proficient in Microsoft Office – PowerPoint, Excel, and Word
- Understanding of sales tools and CRM systems
- Must have minimum 3 years of sales experience

**Education:**

- Sales training and courses; and/or
- Post-secondary education in business development or a related field

**Benefits:**

- Performance Bonus
- Vehicle Allowance
- Corporate Computer or iPad
- Corporate Cell Phone
- Health Benefits
- Paid time off
- Matching 401k Plan

To Apply:

Please submit your resume via [Territory Manager, Southeast USA - Indeed.com](#)

We are an equal-opportunity employer and welcome all interested parties. We thank all candidates for their interest, however, only individuals selected for an interview will be contacted.