



Job Description: Territory Manager

Company: ARC Gas & Supply LLC
Job Title: Territory Manager for Outside Sales
Hiring Manager: General Manager
Type: Full-Time
Location: Cleveland and surrounding areas

Full Job Description

Apply now and move your career forward with ARC Gas & Supply LLC as a Territory Manager in Cleveland, OH!

What you will do:

The Territory Manager is responsible for managing the sales process and driving profitable sales growth within an assigned sales territory to both existing and new ARC Gas customers. The TM will be required to meet and exceed both company objectives for profitable sales growth, A/R management, and customer retention within their assigned territory.

Your responsibilities:

- Cultivates customer relationships by developing a deep knowledge of the customer's business and establishing a consultative relationship.
- Develops and executes sales plans utilizing ARC Gases' sales directives and guidelines to service existing accounts, obtain orders, and establish new accounts. Qualifies and pursues sales leads.
- Prepares sales proposals and strategies for winning business, establishing credit terms, and estimated date of delivery to customer based on knowledge of ARC's production/delivery schedules and logistics.
- Keep current with industry insights, current ARC's product mixes, monitors competition by gathering current relevant marketplace intelligence including information on pricing, products, new products, delivery schedules, and merchandising techniques.
- Engages customers by linking the customer's business priorities to the ARC's value propositions.
- Partners with internal and external resources to accomplish growth objectives. Establishes and maintains clear and consistent lines of communication with internal and external customers.
- Actively reviews and manages existing customer Accounts Receivable balances to help minimize ARC's working capital investment and financial risk.
- Daily management of customer information within the company's CRM system is required.
- The above job functions are priority of the duties and responsibilities associated with this position and are not intended to be all inclusive. Employee may perform other related duties to meet the ongoing needs of the organization.
- Establish vendor relationships relative to customer successes, customer opportunities, new customer developments and other customer specific information.

Qualifications

What you will need:

- Minimum of 1-2 years of prior outside business-to-business sales experience with proven track record of success in solution-selling concepts and a demonstrated history of managing customers throughout a defined sales territory
- Familiarity with industrial and specialty gases & applications, welding supply sales application knowledge a plus.
- Proven success using a consultative sales approach providing multiple layers of value to a customer to establish a mix sales solutions and products
- Working knowledge of MS Outlook, Word, Excel, Power Point and Computers Unlimited/TIMS Operating System is a plus.
- Must have excellent organizational, written, and oral communication, listening and presentation skills.
- Self-starter; self-motivated, operates with a sense of urgency; ability to work and succeed independently.
- Reliable transportation, current driver's license, minimum liability insurance as required by state of vehicle registration. Monthly car allowance provided.
- Company provided computer and other related tools to manage our business.

We take care of you:

ARC's offers a full benefits package that includes, Medical, Dental, Vision, Life, Vacation, Paid Holidays, Retirement Plan with company match.

Who we are:

ARC Gas is an independent supplier of industrial, medical and specialty gases, as well as hardgoods and safety related products, in Northeast Ohio.

Check out what a career at ARC Gas can offer you!