



Territory Sales Manager

About this Position:

You will be selling a premium business opportunity through prospecting, training, and servicing a network of dealers in Alabama, Georgia and South Carolina. Rhino Marine Systems is the primary brand in this territory with additional growth opportunity for ShoreMaster and Poly Dock Products.

DUTIES:

- > Expand dealer channels by prospecting the territory to: recruit, select, and train new dealers
- > Achieve territory financial revenue objectives by adding new dealers and helping existing dealers grow
- > Effectively manage all aspects of the dealer territory
- > Provide excellent customer service to dealers by:
 - facilitating training on products, new sales promotions, our dealer book/pricing, and sales/marketing tools
 - Help assemble and maintain product displays and marketing aids for our dealer network
 - Assist dealers at boat shows with set up, tear down and retail sales support
- > Provide information to management by recapping sales call activity; reporting business opportunities, results, trends and competitive information
- > Act as a steward of corporate systems policies, and procedures regarding coop, promotions, warranty, and sales, and adhere to company guidelines
- > Maintain professional and technical knowledge about our waterfront products by attending ShoreMaster sponsored workshops, studying professional publications, establishing personal networks, bench marking state-of-the-art practices, and facilitating this knowledge to a dealer network

SKILLS AND QUALIFICATIONS:

- > Proficiency with PowerPoint, Outlook, Word and Excel
- > Ability to communicate professionally, written and orally, at all times
- > Self-motivated, self-starter

Are you the Right Candidate?

If you are highly motivated, and believe you would be a good fit as a Machine Operator in our plastic rotational molding plant, then we would love to hear from you! To apply, please send your resume to hr@shoremaster.com or apply in person at 1025 International Drive, Fergus Falls, MN.

ShoreMaster, LLC is an equal opportunity employer

WWW.SHOREMASTER.COM

1025 International Drive | Fergus Falls, MN 56537

p. 800.328.8945 | f. 218.739.4008