



## Territory Sales Manager

### About this Position:

You will be selling a premium business opportunity through prospecting, training, and servicing a network of dealers in New York, Vermont, New Hampshire, Massachusetts, Connecticut, Rhode Island and New Jersey. Our premium brands of waterfront products is experiencing large growth in the market. Come grow with us.

### 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](mailto:hr@shoremaster.com) or apply in person at 1025 International Drive, Fergus Falls, MN.

ShoreMaster, LLC is an equal opportunity employer

[WWW.SHOREMASTER.COM](http://WWW.SHOREMASTER.COM)

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