



AMERICAN SIGNAL COMPANY
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Territory Management Sales Position

SCOPE

This sales professional will be responsible for generating revenue via traditional domestic markets, particularly B2B and B2G. Examples of potential targets include, but are not limited to, traffic control companies, road construction contractors, local government agencies, and state-level government agencies. This position will entail a geographical territory (8-12 states) within the US initially, though circumstances may change as markets evolve. The training period will entail product immersion in-house, and possibly temporarily serving in some Production or Service capacity. This position will require domestic travel approximately 40-60% of business weeks. When not traveling, the Territory Management Salesperson (salesperson) will be expected to be in the corporate office, or territory office, regularly. The salesperson will be expected to help determine the expectations and requirements of the position moving forward. Compensation will be salary plus commission.

RESPONSIBILITIES

- Full sales cycle participation – generate/follow leads, qualify prospects, provide price quotes, negotiate deal closings, customer follow up
- Gain product knowledge through hands-on training at factory
- Participate in and comply with company and departmental policies including, but not limited to, use of CRM software, ISO-compliant paperwork (quotes, sales orders, check requests, expense reports, ECR, SOW, etc.), sales forecasting, and HR employee handbook guidelines.
- Research and participate in various trade shows or conferences as attendee or exhibitor
- When necessary, coordinate sales and/or service efforts with in-house Sales or Service personnel, outside sales rep groups, and channel partners.
- Assist in determining the position's evolution in order to increase profitability.

REQUIRED SKILLS

- Intermediate PC and mobile technology skills – MS Office and Windows proficiency AT MINIMUM; proficient with common professional email tasks (attachments, copying, decorum); intermediate-level grasp of cellular technology (Smart Phone usage)
- Ability to travel domestically via auto and air
- Understanding of the sales cycle and associated vocabulary and processes
- Proven history of sales achievement
- Ability to work productively without constant direct supervision

DESIRED ATTRIBUTES

- B2B and B2G sales experience
- Military experience is preferred
- Technical experience – PC, network, cellular, mechanical, electrical, etc.
- Experience towing a trailer