



POSITION DESCRIPTION:

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Territory Manager

Classification – Exempt

Salary range – TBD

Location – Great Lakes Region

Reports to – VP of Sales

Date – November 2022

POSITION DESCRIPTION

Generate revenue by prospecting and qualifying potential new customers as well as current customers for Ligchine for its portfolio of products (laser-guided boom screeds, drive-in screeds, and placing machines) within a designated area. Implement actions that result in sales that are in line with overall company goals, which include the demonstration and operation of our equipment to target concrete customers.

PRIMARY RESPONSIBILITIES:

1. Implement sales plans following the steps outlined in the sales process.
2. Use the sales plan and process to achieve stated sales goal for the geographic region.
3. Develop and promote customer relationships with the objective of gaining a clear understanding of the customer needs and a means to satisfy them.
4. Assess and define customer applications so that the correct solution can be presented.
5. Maintain routine and consistent contact with customers as they progress through the sales process.
6. Promote proactive relationships with customers by being a resource and solution provider.
7. Promote and foster relationships with industry peers and partners in an effort to raise awareness of the company and its products.
8. Promote company image in line with company guidelines.
9. Plan, organize and carry out equipment demonstrations, and site visits as a means to promote our products and services to qualified potential customers.
10. Prepare quotations or contracts and present to our customers.
11. Communicate customer complaints to VP of Sales and Director of Service so that they can be resolved as quickly as possible.

OTHER DUTIES/RESPONSIBILITIES:

1. Communicate relevant customer, competitor and market activities to appropriate company personnel.
2. Maintain company database (Zoho) on a daily basis.
3. Prepare information as requested, whether routine or for special occasions.
4. Participate in equipment shows and association meetings. If time allows, become active in local chapters.
5. Use the budgeted resources available to you in the most cost-effective way possible for promoting the company's business.



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6. Share knowledge and best practices with colleagues on a regular basis to raise the competencies of the entire team.

JOB QUALIFICATIONS

Knowledge:

Working knowledge of the construction industry, concrete flatwork, construction equipment.

1. 10+ years of relevant flatwork experience, required.
2. Previous experience running a laser guided boom screed, preferred.
3. Minimum of three years of practical related experience in capital equipment sales – preferred.

Certificates and Licenses:

Maintain a valid driver's license.

Ability to tow a trailer

DOT logbook experience (ELD)

WORK ENVIRONMENT:

The work environment characteristics described here are representative of those an employee encounters while performing the essential functions of this job.

1. While performing the duties of this job, the employee may be exposed to work near moving mechanical parts, fumes or airborne particles, and outdoor weather.
2. When demonstrating or working with the equipment the noise level in the work environment can become loud where noise protection is required.
3. The employee will be exposed to active construction sites.

PHYSICAL DEMANDS:

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

1. While performing the duties of this Job, the employee is regularly required to sit; use hands to handle, or feel; reach with hands and arms and talk or hear.
2. The employee is regularly required to stand and walk.
3. The employee must frequently lift and/or move up to 50 pounds.
4. Specific vision abilities required by this job include close vision, distance vision, depth perception and ability to adjust focus.

TRAVEL



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Approximately 50-70% travel within territory is required in this position.

OTHER

Bilingual (Spanish) a plus