



Company: Durham Geo Slope Indicator. ("DGSi")
Job Title: Territory Sales Representative – USA East
Reports to: National Sales Manager

Position Summary

The Territory Sales Representative's (TSR) primary responsibility is to maximize the region's sales revenue through direct sales and achieve annual revenue targets for their assigned territory. The TSR is also responsible for managing, maintaining, and building client relationships within the USA East region

Key Responsibilities

- Develop strong relationships with regional key customers and specifiers in the territory;
- Maintain regular contact with important consultants, designers, government agencies and customers;
- Track relevant projects within the territory. Identify and maintain contact with project decision-makers at each phase of its sales cycle;
- Prompt follow-up of sales leads, quotes, and orders within territory;
- Prospecting and generating new leads through cold-calling, networking, referrals, etc;
- Control expenses pursuant to budget guidelines developed by the Company;
- Generate sales reports and forecasts as requested by the National Sales Manager;
- Respond promptly to customer inquiries and complaints;
- Maintain all sales application software packages such as CRM and QuoteWerks as directed by the Company;
- Stay current on product and applications knowledge;
- Attend technical and sales training courses as directed;
- Attend industry trade shows and exhibits as directed;
- Assist with accounts receivable as requested by the Company;
- Adhere to all corporate policies;
- Provide market feedback to the marketing department;
- Maintain a professional appearance during sales calls, trade shows and company events;
- Such other duties as may be assigned by the Company from time to time;

Experience and Skills

- Sales professional with at least 3-5 years of experience in technical sales, geotechnical industry preferred;
- Bachelor's degree in a relevant field or Associates degree in relevant field with 5+ years of sales experience;
- Good understanding of mechanical devices is essential;
- Self-motivator who is comfortable operating autonomously, yet within Company guidelines;
- Ability to relate well to people, especially other engineers and customers of various nationalities;
- Strong communication and presentation skills with professional image;
- Ability to travel up to 50% of time;
- Technically savvy and able to communicate with civil engineers and technicians
- Strong computer skills with modern business software tools (CRM, MRP, Office);
- High degree of independent judgment and integrity;

Compensation

- Base salary, depending on candidate's experience, \$80,000 to \$90,000 annually plus Company's standard commission plan;
- Company vehicle;
- Medical, Dental, Life, Disability and 401k benefits

Company Background

Founded in 1994, Durham Geo Enterprises, Inc. designs and manufactures Geotechnical, Environmental, and Materials Testing products serving the Structural Health, Construction, and Civil Engineering markets and is a dominant brand in North America. With a global reach into over 50 countries and thousands of proven applications, the Company is a recognized leader in geotechnical instrumentation. *For more information* on the portfolio businesses, please visit www.durhamgeo.com