



Company: Durham Geo Slope Indicator. (“DGSi”)
Job Title: Territory Sales Representative – North East USA
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. The TSR is also responsible for managing, maintaining, and building client relationships within the North East USA (Michigan, Ohio, West Virginia, New York, Pennsylvania, New Jersey, Delaware, Maryland, Connecticut, Massachusetts, Rhode Island, New Hampshire, Maine, Vermont).

Key Responsibilities

- Develop strong relationships with regional key customers and specifiers in the region;
- Maintain regular contact with important consultants, designers, government agencies and customers;
- Track relevant projects within the region. 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 region;
- 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/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;
- Strong computer skills with modern business software tools (CRM, MRP, Office);
- Must be willing and able to adhere to established safety procedures, including the use of personal protective equipment (PPE), such as safety glasses, and must be able to lift loads of up to 50 lbs using safe and proper lifting techniques.
- High degree of independent judgment and integrity;

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