



JOB DESCRIPTION

Position Title: **Territory Sales Manager**

Reports To: Vice President of Sales

Apply Online -> www.dunnutility.com/careers

Dunn Utility Products is seeking an ambitious, experienced, results-driven, **Territory Sales Manager** for the North Mississippi, Arkansas, Tennessee, and Alabama markets. The Sales Manager is responsible for leading our quest in growing and becoming the preferred supplier of Concrete pipe and Structures in that region.

The Territory Sales Manager would oversee their accounts, maintaining relationships, and helping grow the footprint within these regions. Customer targets include facility owners and operators, installers companies, consulting engineers, architects, and other specified entities.

Major Responsibilities

- Manage the market by understanding the intangibles in the marketplace.
- Maintain daily contact with the construction and construction-related community through personal relationships and participating in industry-related and other organizations to promote products.
- Provide reports to management of all business activities.
- Track a job from beginning to completion.

Specific Duties

- Develop relationships with all project managers, decision-makers, local architects, engineers, Department of Transportation personnel, etc.
- Quote, follow up, and close projects. Quote prices, and credit terms, and prepare proposals and contracts for orders obtained.
- Train others in product knowledge, making sales calls, servicing customer accounts, troubleshooting, effectively communicating with plant personnel, and preparing reports.
- Track planned and negotiated projects. Also responsible for identifying, working with, and tracking projects in the early stage of development utilizing job-tracking software.
- Actively participate in industry and other related organizations.
- Network with the group of Dunn Companies to better utilize relationships.
- Entertain customers and prospects in a social environment to enhance business prospects.
- Work positively and as a team with Company management, dispatch, resale, etc. to promote the company.
- Possess a basic understanding of technology including but not limited to Excel, Word, and Titan.
- Assist in collecting past due customer accounts and help resolve customer-related issues.

- Prepare timely reports of business activities, forecasts, and transactions and maintain accurate expense reports.
- Report to management market information including movements by competitors.
- Manage the daily activities of the sales team including, but not limited to training, tracking current and prospective jobs, identifying customer contacts, etc.
- Other duties or special projects as assigned by the Vice President of Sales.

An offer of employment is contingent upon pre-employment drug screening, criminal background check, and motor vehicle record review. In addition to a competitive salary and incentive plan, benefits include medical and dental insurance, 401k, company car, laptop, cell phone, and expense account.

Qualified applicants should apply online at www.dunnutility.com/careers.