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| **Position Title:** Tools Territory Account Manager (Rochester/Albany/Binghamton) **Department:** Distribution -Tools **Reports To:** Tools Regional Mgr. | | |
| **Level:** Mid | **FLSA Status:** Salary/Commission/Bonus | **Supervisory Requirements:** N/A |

**Position Summary:** The Outside Salesperson is responsible for managing the day-to-day sales activities in the territory. This role provides quality services to customers by ensuring that the proper tools are provided to meet the customer's applications. Questions or issues are resolved in a timely and efficient manner through you and BPE Team's expertise and knowledge. Work towards building partnership, trust, and lasting relationships for overall company success.

**Essential Functions:**

- Responsible for travelling and covering the territory to maintain and grow sales.
- Must be capable of preparing strategic sales plans, preplanning activities, tracking projects, and using a CRM and ERP system.
- Partner with Manufactures in joint sales calls and marketing activities.
- Must be able to operate & demonstrate power tools.
- Resolve customer issues working with inside sales, repair service, credit, and management teams.
- Service and broaden current customers and grow customer base through cold calls, connections, resellers, and show/association participation.
- Work effectively with Tool Specialists and support teams to complete quotes in an efficient and timely manner.
- Prompt action and follow up on leads provided by the company and manufacturers.
- Support new and existing customers with expertise in Burt Process manufactured systems and a resource for distribution sales leads.
- Participate in team meetings & trainings when necessary.

**Knowledge & Skills:**

- Problem Solving /Logical thinking
- Multi-tasking
- Time management
- Follow-through
- Detail-oriented
- Technical Capacity in Tools
- Excellent Written and Verbal Communication
- Coach and mentor direct reports effectively
- Foresight
- Self-starter/Self-directed
- Strong organizational skills
- Must be Team- oriented and work well with others

**Minimum Qualifications:**

- Bachelor's Degree from an accredited institution (preferred but not required)
- 3- 5+ years in outside sales
- Familiar with Computers/ software and MS Office package (Excel, Word, Power Point, Outlook)
- Background in industry
- Familiarity with Pneumatic, Cordless, DC Controlled Tools is highly suggested

**Physical Requirements:**

- Must be able to drive
- Must be able to lift 40 lbs. unaided
- Must be able to type, bend and reach
- Must be able to travel at least 60-70% of the time

**Environment:**

- Remote Home Office.
- Exposure to industrial conditions when working in customer's facilities.
- Must be able to handle varying levels of stress.
- Routinely use standard office equipment such as computers, phones, copiers, printers, fax machines etc.

All duties and responsibilities are essential job functions and requirements of this position. These are subject to possible modifications to reasonably accommodate individuals with disabilities. To perform this job successfully, the team member(s) will possess the skills, aptitudes, and abilities to perform each duty proficiently. The requirements listed in this document are the minimum levels of knowledge, skill, and abilities for this position. This in no way states or implies that these are the only job duties to be performed by the team member(s). Team member(s) will be required to follow any other job-related assignments, instructions and duties instructed by authorized personnel.
***This document does not create an employment contract, implied or otherwise other than an "at will" relationship.***

Employee Signature: _____

Employee Name (Printed) _____ Date _____

Manager Signature: _____

Manager Name _____ Date _____