

## Regional Sales Territory Manager

## Internet Posting

Company:	FDC Graphic Films	Job Type:	Sales
HQ Location:	South Bend, Indiana	Required Education:	BS business preferred
Base Pay:	Commensurate with experience	Required Experience:	5+ years sales experience, Minimum 3 years in field
Employee Type:	Full Time	Required Travel:	50-60%
Industry:	Distribution Graphic & Sign Supplies	Relocation Covered:	Not required, work from home location in territory
Manages Others:	No	Posted Date:	7/9/2018
Contact:	Tammie Nelson	Phone:	Not available
Email:	<a href="mailto:Tnelson@fdcfilms.com">Tnelson@fdcfilms.com</a>	Fax:	Not available
		Reference ID:	SES DS

### Company:

- . FDC Graphic Films is a leading national supplier of adhesive backed films and digital print media sold through distribution in North America
- . 2 Distribution locations: South Bend, Indiana; Reno, Nevada
- . Known for an extensive product selection, reliability and speed of delivery.
- . Key Brand partners include: 3M, Rtape, Aslan, and FDC's Lumina brand of vinyl and digital media.

### Job Description:

- . Responsible for building the business within the western territory via prospecting and cold calling
- . Maintain existing account relationships and develop new business within those (distributor) accounts
- . Analyze competitor activities in the territory while assessing opportunities for business growth
- . Arrange meetings with potential and existing customers to target new and expanded product offerings.
- . Attend relevant industry events and conferences to build business
- . Provide market information and insights; create reports & recaps, forecasts, etc. as required by Sales Leadership

### Territory:

- . West US and West Canada - or otherwise as designated
- . States and scope of territory - Western states as identified in 2018 coverage plan
- . Candidate must be located in the territory, preferred cities are: Reno, Las Vegas, Texas, Denver, Phoenix, Salt Lake City

### Key Measures:

- . Sales vs. Plan
- . Margin vs. Plan
- . New account sales
- . New distributor acquisition
- . Product sales goals

### Knowledge & Skills:

- . Proven product and customer selling skills
- . Results driven with a proven history of opening new distributors and developing a territory
- . Articulate communication skills; ability to write and convey ideas clearly and concisely
- . Successful in communicating and selling ideas at various levels in a company's organization
- . Success in growing a business and meeting sales goals
- . Demonstrated organization skills and consistent achievement of deadlines
- . Proficient in Microsoft Office including: Outlook, Excel, Word, and PowerPoint
- . Efficient in time-management and prioritization
- . 5+ years experience selling with a strong commitment to customer satisfaction
- . Knowledge of sign or graphics industry and digital printing strong plus, but not required
- . Knowledge or experience with CRM platform desired, but not required

### Core Competencies:

- . Proven track record in regional/market growth through a distributor network (i.e. product penetration/product expansion)
- . Ability to identify opportunities, develop a sales funnel, and successfully implement a plan
- . Effective closing skills
- . Ability to consistently follow up and use information to generate new business within the account
- . Presentation and persuasive skills - ability to present ideas, concepts and conduct training
- . Ability to build a bottoms up sales plan and forecast accurately
- . Ability to communicate ideas and information clearly
- . Ability to expand distribution within territory
- . Ability to work in a team environment
- . Ability to develop multi-level relationships within an account

### Submission:

- . Send resume to: [Tnelson@fdcfilms.com](mailto:Tnelson@fdcfilms.com)
- . Must include available-to start dates