



Sales Territory Manager

Classification: Salary-exempt
Schedule: 40-hour workweek

Location: Pasadena, TX (with travel required)
Reports to: Director of Sales

POSITION SUMMARY

This position is responsible for managing and growing sales within an assigned territory by developing strong customer relationships, identifying new business opportunities, and executing strategic sales initiatives. The Sales Territory Manager acts as the face of the company in the field—driving revenue and ensuring customer satisfaction.

ESSENTIAL DUTIES AND RESPONSIBILITIES

- Develop and execute a territory sales plan to achieve revenue and growth targets
- Identify and pursue new business opportunities through prospecting and networking
- Maintain relationships with existing accounts to ensure repeat business and long-term partnerships
- Conduct customer visits to understand needs, provide solutions, and promote products/services
- Collaborate with internal departments (operations, engineering, and customer service) to support customer requirements
- Negotiate pricing, terms, and contracts within approved guidelines
- Provide accurate sales forecasts and activity reports to leadership
- Represent the company at trade shows, industry events, and customer meetings
- Maintain deep product knowledge to effectively communicate features and benefits
- Resolve customer issues promptly and ensure a high level of customer satisfaction
- Stay up to date on market trends, competitor activities, and industry developments
- Meet or exceed sales goals and performance metrics
- Perform all tasks in a professional, ethical, and responsible manner

This job description is intended to convey information essential to understanding the scope of the job and the general nature and level of work performed by job holders within this job. It is not intended to be an exhaustive list of qualifications, skills, efforts, duties, responsibilities or working conditions associated with the position.

KNOWLEDGE, SKILLS, AND ABILITIES

- Proven track record in B2B sales, account management, or territory development
- Excellent verbal and written communication skills
- Strong negotiation and closing skills
- Self-starter with the ability to work independently and manage a travel-heavy schedule
- Goal-oriented, organized, and driven to exceed expectations
- Proficiency with CRM software and Microsoft Office Suite



- Ability to build rapport and trust with customers at all levels
- Strong analytical skills to evaluate sales data and trends
- Professional appearance and demeanor
- Willingness to travel within assigned territory

EDUCATION AND EXPERIENCE

- 5 years of outside sales or territory management experience required
- Experience in industrial, manufacturing, or technical sales is a strong plus
- Valid driver's license and clean driving record

Physical Requirements and Environmental Conditions:

- Physical stamina and dexterity, including but not limited to- the ability to stand and walk up to 8 hours a day, climb, kneel, crawl, sit, bend at waist or squat
- Able to lift, push, and pull up to 50 lbs.
- Ability to read technical manuals and drawings
- Manufacturing/Machine Shop
- Loud noise

All qualified applicants receive consideration for employment without regard to age, race, color, religion, gender, creed, national origin, physical or mental disability, marital status, veteran status, disabled veteran status, or status as a member of any other protected group or activity.