

Hemisphere GNSS/Outback Job Description

Job Title: Territory Manager – East Coast USA for Outback AG
Location: ME, NY, NH, MA, RI, DE, NJ, CT, MD, VT, PA, WV, VA, NC, SC GA, FL
Department: Sales
Reports To: Director of Sales – Outback

PLEASE SEND RESUME TO HR@HGNSS.COM

Full-Time Part-Time / Exempt

Summary

This role is responsible for selling the company's Outback Guidance Products in the assigned territory through indirect sales channels such as dealers and distributors. Serves as a liaison to channel partners regarding any sales related service and support issues. Duties require a high percentage of travel between 50% - 75%, more at the beginning to get the territory/network established.

Essential Duties and Responsibilities

1. Territory representation of Outback Guidance Products.
2. Responsible for dealer recruitment and training.
3. Responsible for continual dealer evaluation, goal setting, coaching, effort recognition and dealer termination.
4. Organize and attend dealer open houses and Ride & Drive events.
5. Coordinate trade show set-up with Channel Marketing Manager and attend trade shows.
6. Coordinate with Channel Marketing Manager to provide dealer and customer training.
7. Assist Customer Care and other departments to resolve customer issues.
8. Sell products and subscriptions through indirect sales channels to achieve or exceed revenue objectives.
9. Remain knowledgeable about all company products to facilitate sales efforts.
10. Create and perform sales presentations to match the company's products with identified needs.
11. Maintain regular contact with customers to ensure satisfaction.
12. Other related duties as assigned by Management and/or Executive Team.

Supervisory Responsibilities

Minimal

The individual contributor is assigned to complete complex tasks, combination of tasks or functional activities with an understanding of how they relate to the work of others or elsewhere in the company.

Accountability

Standardized

Standardized practices and procedures and/or general work instructions and/or supervision of progress and results apply wholly or in part. This position involves varied tasks and duties. Supervisors establish clear daily performance expectations. Deviations from standard practices and procedures are not permitted but priorities are often set (subject to approval) in this position.

Competencies

Qualifications

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required.

Education and/or Experience

Bachelor's degree in business, sales management or related field or minimum two-year associates degree in related field, plus 3-5 years' experience or equivalent of combination of degree and relevant experience.

Practical/Technical Skills

Extended Skill

This position requires specialized skills acquired through a combination of job-related vocational training and considerable on-the-job experience; included would be the mastery levels within skilled trades, the equivalent in office skills and various paraprofessionals and technicians.

Problem Solving

The work to be undertaken is proceduralized or has specific precedent established and latitude is permitted. Thinking within procedures and precedents (rather than specific instructions). The individual is left to plan and organize work in the best sequence. Interpolative challenges; solutions found fairly rapidly based on job related knowledge and/or experience; pick and choose situations; some new applications.

Computer Skills

- Proficient skill level in Microsoft Office Suite – Word, Outlook, PowerPoint, Internet Explorer and Excel.
- Internet search processes and research abilities.

Certificates, Licenses, Registrations

Valid driver's license

Other Skills and Abilities

Human Relations Skills

Critical

The individual in this position has significant interaction with other people at any level within or outside the company. The highest level of interpersonal skills is required by this position. The individual requires a well-developed understanding of human behavior and those factors which influence or cause behavior change.

Language Skills

Above average verbal and written communication skills. Above average ability to read and comprehend instructions, correspondence, and memos. Ability to effectively present information in one-on-one and small group situations to customers, clients, and other employees of the company.

Other Qualifications

- Excellent knowledge of typical farming practices and general agricultural equipment.
- Precision AG experience – Preferred not required.
- Knowledge of the company's products and pricing strategies.
- Excellent planning, time management, communication, presentation, and organizational skills.
- High level of travel 50% – 75%, more in the beginning to get territory/network established.