



## **TERRITORY SALES MANAGER POSITIONS**

### **Locations**

**Washington DC**

**Central NJ**

**Central MD**

**The Territory Sales Manager Must Live Within Their Territory!**

**Multi-Housing Depot by ARI** – we are a premier wholesale manufacturer and distributor of kitchen and bath doors, cabinets, countertops, appliances, windows, patio doors and closet organizers to the multi-housing industry.

If you are looking to make \$80,000 the 1st year, then come join a family owned growing organization.

Corporate Office, Shop and Warehouse located in Burlington, New Jersey.

### **Responsibilities:**

- Grow customer base within territory while providing excellent customer service.
- Achieve Sales Goals.
- Make calls to existing customers and potential new customers.
- Prepare presentations, proposals and bids.
- Participate in Industry Trade Shows.
- Attend and participate in Company Sales meetings, Training Sessions and Seminars.

### **Requirements:**

- College/University Degree-preferred.
- 1 year experience in Business to Business sales.
- Experience in cold callings and prospecting new business
- Excellent presentation skills.
- Valid clean driver license.
- Able to lift up to 55 pounds.
- Must reside within the territory.

### **Skills:**

Proficient with Microsoft Office – Outlook, Excel, Word, Access.

CRM - Customer Relations Management Software.

Sales, Marketing and Closing.

Organization and Time Management.

As part of our post offer, pre-employment process, we require that the candidate agree to submit to drug & alcohol tests and background screenings.

We offer a comprehensive benefits package that includes:

Company vehicle provided

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Section 125 Major medical, health, prescription and dental plans, Flexible Spending  
401K with company match.  
Company paid Life/ LTD/AD & D Insurance  
Supplemental Benefits  
Direct Deposit  
Paid Time Off and Holidays

Salary History Required

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