



Solberg is an exciting growth focused organization with nineteen facilities located throughout North America, South America, Europe, Asia, and Australia. Through our corporate headquarters just outside of Chicago, IL USA, Solberg provides filtration and separation solutions to highly diverse industries including renewable energy, food packaging and handling, chemical production, and pharmaceutical manufacturing. Our commitment to partner with customers creates a fun, energetic, focused and fast-paced team environment that facilitates personal and professional growth. We have an excellent training and development program to ensure our employees are given the tools and knowledge to succeed. We are looking to aggressively grow our business in the United States and abroad.

Territory Manager - Multiple Locations

Under the direction of and in strong collaboration with the US-Director of Sales, you will be responsible for growing the region through execution of strategic and operational sales activities in a regional territory. This will include heavy face to face meetings and phone activity with our customers and prospects.

We are looking for a Road Warrior! Someone who enjoys the thrill of meeting with customers and prospects and finds satisfaction in helping others succeed. The position will be based out of our Itasca office. The position requires regular travel throughout the territory. (Expectation is up to 75% travel depending on location)

The successful Territory Manager will be a highly motivated self-starter that is willing to learn and complete the hard work required to develop new customer accounts and grow existing accounts within an existing territory. Other characteristics that we look for:

Ingenuity, cleverness, and creativity
Strong work ethic
Mechanical aptitude and an industrial affinity
Excellent communication skills- verbal and written
Outgoing personality- a networker and relationship builder
Hands on mindset

Requirements:

- A team player. You work well with others, love helping people and jump at opportunities to support your colleagues.
- Driven. You have superior integrity, keep your promises, and always meet deadlines. You don't get overwhelmed easily... a tough goal to reach? No problem!
- Creative. You're innovative, curious and constantly looking for ways to improve upon things.
- Communication. You have exceptional writing skills, natural grace under pressure, well-spoken on the phone and eloquent in emails.
- Fun. You're a charismatic people person who can talk to anyone; you're flexible, fearless, and excited to help build something awesome and share it with the world.
- Smart. You understand mechanical things, are great with Office Suite and have a strong business acumen.

Job Description:

The primary mission is to obtain commitment from customers and prospects that lead to sales progress and problem solving opportunities within assigned territory based on well thought out strategy. Responsible for presenting and selling company products and services directly to OEMs and End-users in addition to going through reseller channels. Represents the company in all activities associated with customer recruitment and support. Develops new prospects and interacts with existing customers to increase sales of the organization's products and services.

Work Experience/Duties:

- 65% or more direct, face-to-face sales (3 full days minimum not average)
- 25% or less Sales Related Office Time (Core sales hours)
- 10% or less Administrative Office Time(Non-core sales hours)

- Travel to assigned territory each week for face-to-face selling of company products. Present company capabilities and product offering to existing customers and qualified prospects.

- Conduct product and application training for customers.
- Initiates and maintains effective communications to inform sales team and management on the status of accounts, trials, plans and programs in process; changing conditions, attitudes and requirements in the marketplace, competitive activities, and issues or accomplishments which might affect business results.
- Create and maintain visibility throughout all levels and departments of the customer's/prospect's organization.
- Continuous learning and knowledge development with respect to company products and capabilities, industry structure, competitive landscape, etc.
- Service current OEM, reseller and end user account base to develop growth opportunities and maintain positive relationships.
- Train and educate reseller accounts and their sales force regarding filtration and Solberg products. Make joint sales calls with reseller account sales force.
- Research, uncover and develop new opportunities through contact and qualifying prospective new customers by phone and through cold calling.
- Maintain acceptable receivables within established guidelines. (Less than 7% over 60 days)
- Manage and minimize T & E expenses with respect to territory.
- Work with other departments to ensure progression of projects
- Maintain and update account information in electronic and hard file formats as appropriate.
- Assist Solberg Management in any assigned projects.

- **These activities can and should be completed after normal business hours**
- Prepare written quotations to customers for standard, configured and custom filter products.
- Submit Reports as Required

Education Requirements:

- BS or BA Degree in Business, Marketing, Engineering or related field Preferred.

Performance Measurements:

- Territory Growth
- Expenses as a percentage of Sales
- Customer Satisfaction components
- Peer perception on proactive effort and communication