

email: JHerle@NuCO2.com
Company Name: NuCO2
Job Title: Territory Sales Manager
Address: Home based office
Web Site: <http://www.NuCO2.com>
Date: 8/14/06

Contact Person: Jeff Herle

How would you like to be contacted: email

Position: Full-Time

Total Hours: 40

Job Description: The Territory Sales Manager position is primarily responsible for prospecting, qualifying, and selling

Required Degree: Bachelors Degree preferred

Required Experience: Outside Sales experience - A minimum of 5 years if you do not meet the educational requirements

St Stephen Contact: Jeff Herle

Additional Info: OVERVIEW

NuCO2, the only national provider of beverage grade CO2 to the Foodservice and Hospitality Industry is a growth

As such, the Territory Sales Manager position is primarily responsible for prospecting, qualifying, and selling new customers

ESSENTIAL DUTIES AND RESPONSIBILITIES:

- ï Prospect, qualify, and sell new customers within a specified geographic territory to achieve sales goals.
- ï Develop proposals for presentation to prospective customers.
- ï Maintain customer relationships through proactive communication.
- ï Manage and initiate assigned contract renewals of existing accounts.
- ï Directly manage all aspects of your sales territory.
- ï Coordinate interaction with the customer and NuCO2 to resolve any issues
- ï Maintain NetCRM opportunity and customer files daily
- ï Establish and maintain collaborative relationships with NuCO2 cross-functional teams members and alliance partners
- ï Cold call, telemarket, network, mail-outs, and referral based selling

QUALIFICATIONS:

- ï Demonstrated Business Development skills.
- ï Ability to travel locally from a home-office base.
- ï Demonstrated success in prospecting, selling and closing new customers.
- ï Have excellent verbal and written communication skills.
- ï Proficient computer skills. MS office ñ Word, Excel, and PowerPoint
- ï Reliable transportation to travel daily in territory.
- ï Strong organizational, time management, and follow-up skills.

EDUCATION AND TRAINING:

- ï Bachelors Degree in Business or related field preferred.

EXPERIENCE:

- ï A minimum of five years experience in outside sales, if you do not meet the educational requirements.
- ï Proven track record of opening, selling, and developing a customer base.

CERTIFICATES, LICENSES, REGISTRATIONS:

- ï Valid driver's license

INTERACTION:

- ï The Territory Sales Manager will interact with all levels of the NuCO2 organization as well as external customers

DESIRED ATTRIBUTES AND ABILITIES:

- ï Passion for delivering results to customers
- ï Desire to accept responsibility and accountability; An "ownership mentality"
- ï Strong work ethic
- ï Independent worker.
- ï Ability to deal effectively with ambiguity.
- ï Achievement/results driven.
- ï Ability to foster strong relationships with colleagues/customers.

OTHER CONSIDERATIONS:

- i Travel in territory is required. Occasional overnight stays for some territories.