



Louisiana Office, Shop & Warehouse
10040 Mammoth Ave Baton Rouge, LA 70814

225-924-4333

Houston Office
1330 Post Oak Blvd, Suite 2877, Houston, TX 77056

www.imr-cmr.com

Job Description: Territory Sales Manager

Company Overview

IMR is a privately held industrial equipment distribution company serving industries in mineral processing, petrochemicals and chemicals, pulp and paper, power and oil and gas. IMR specializes in bulk material handling systems, severe service, process and control valves, centrifugal slurry and process pumps, power transmission and filtration. We are a premier industrial distributor, a FL Smidth and GIW factory authorized service center, and a full-service rotating equipment repair center. Focused on customer service, we provide the latest technological products, engineered systems and components to the industry. With a broad geographical reach, IMR offers warehousing, repair and customer service solutions for your company.

Description:

IMR is seeking a Territory Sales Manager to develop and manage accounts in the defined territories.

Responsibilities:

- Develop qualified sales opportunities within the region (respond to and pursue all customer inquiries from customer or vendors)
- Serve as primary relationship manager between IMR and regional customer base
- Develop deep understanding of IMR's product offerings, service and equipment offerings, and identify how those offerings align with customer needs
- Develop deep understanding of regional industrial market
- Develop strong relationships with IMR's vendors and suppliers, and understand offerings to increase sales
- Promptly respond to IMR internal communication, customers and vendors
- Prepare prospect list of customers generated through targeted lists, online research and by attending appropriate industry events. Setup follow-up meetings
- Solicit prices and prepare quotations and sale orders
- Issue purchase orders and maintain records for materials and services
- Coordinate transportation and assure timely delivery of materials
- Coordinate value added services, understand customer's production, processes and market position
- Learn regional competition and pricing
- Support accounts payable/accounts receivable by providing necessary information from related sales
- Integrate industry knowledge into sales strategies related to general trends, emerging technologies and competitors



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- Develop best practice for territory sales & marketing process
- Learn IMR's business, customer base and employees
- Prioritize client service and client satisfaction, be a resource to IMR's customer base

Requirements and Qualifications

- Bachelor's degree required, technical sales experience a plus
- Five or more years in industrial sales demonstrating increased customer focused revenue generation
- Superb interpersonal communications skills and strong presentation skills
- Track record of hands-on work experience in inventory and industrial based businesses is a plus
- Candidate must have strong initiative (self-starter)
- Candidate must have a strong attention to detail
- Candidate must be skilled in problem analysis and problem resolution
- Candidate should have a proven track record in developing strategies and achieving results
- Candidate should possess solid business acumen and have proven experience in customer orientation
- Candidate must thrive in a team environment
- Candidate must be able to work well within an organization involving industry professionals, sales teams, other professionals and staff; be comfortable interacting with Corporate leadership and key department personnel, and possess diplomacy, enthusiasm, perseverance and a sense of humor
- Candidate must be able to thrive in a fast-paced environment, with strong skills in multi-tasking, written/verbal communication, organizational ability, prioritization, and dealing with ambiguity
- Works with confidential data, which if disclosed, might have significant internal effect or minor external effect
- Advanced Excel skills and previous experience with Salesforce a plus
- Some overtime and travel is required

Reports to: President