

# PHC Corporation of North America

## Territory Manager Wood Dale, Illinois

PHC Corporation of North America (PHCNA), a leading and nationally recognized biomedical sales and service has openings for experienced **Territory Managers located in the following states: New York, Ohio & Texas.**

PHCNA's vision of the future is driven by the needs and aspirations of our customers around the world who use our products every day. We share their dream to live a fuller life by providing ways of working smarter and enjoying the rewards of technological advances. At PHCNA, our success depends on every single employee's contributions - because the more we grow as individuals, the more we grow as a company.

You must be able to thrive in a fast-paced environment where multi-tasking and customer-driven focus will be keys to success. So, bring your positive outlook and strong work ethic to this rewarding position.

The **Territory Manager** will be responsible for ensuring all aspects of tradeshow events are well-planned and run smoothly. To perform effectively, this position requires a highly motivated and incredibly organized person.

### Job purpose

The development and management of the assigned area with the goal of maximizing sales. Responsible for identifying and developing business relationships within the territory. This position will complement the sales organization by being active with Key accounts, marketing to these accounts, product review with Channel Partners and customers.

### Essential duties and responsibilities

Achieves monthly, quarterly, annual sales targets by:

- Responding to customer and channel sales requests within 24 hours.
- Regularly traveling to client sites (at least 3 days a week).
- Conduct product training.
- Utilizing CRM – Dynamics 365 sales tools to pursue client leads.
- Develop and understand sales plans and objectives and proactively develop plans to achieve sales goals.
- Understand and address both business and scientific needs of customer by engaging in meaningful dialog to determine customer needs.
- Determine how PHCNA can address customer needs.
- Determine the best channel of distribution to meet customer needs.
- Prepare CRM – Dynamics 365 weekly sales call reports and update data base as required.
- Prepare pipeline sales report including open quotes and closed quote status.
- Follow up special quotations.
- Monitor competitors pricing and report back to Manager and Product Development Department.
- Prepare quarterly power point presentation for internal sales meetings.
- Prepare power point presentations for regional meetings as needed.
- Prepare special pricing requests for large projects.
- Performs other related duties as assigned.

## Qualifications

- Bachelors' degree in science or technical focus.
- 3 years minimum direct sales experience with demonstrated sales results.
- Sales of biomedical equipment, not consumables.
- Familiar with the market and businesses utilizing biomedical capital equipment.
- Solves problems that are of moderate difficulty and that have several factors, most of which are clearly defined.
- Selects best procedure for identifying the problem, and modifying an existing solution, if necessary.
- Provides clear and written communications to sell products, communicate facts, and answer questions
- Communicates with one or more people at a time in occasionally unpredictable contexts (e.g., meetings with unfamiliar people), using a wide range of formats and styles, and dealing with conflict when necessary.
- Must reside within the territory assigned.
- Must have a valid passport and drivers' license.

## Working conditions and physical requirements

- Must have a working home office conducive to conducting business professionally on the telephone and computer with minimal supervision.
- This position may require you to sit, stand or walk for extended periods of time when visiting customers, in meetings and/or at shows.
- Must be able to lift 40 pounds and able to move large lab equipment that is on casters.
- Overnight travel up to 30% is required.

**In addition to an environment that's as innovative as our products, we offer a competitive salary and bonus, along with an outstanding benefit package, including:**

- **Medical**
- **Dental**
- **Company paid life**
- **Vision**
- **FSA**
- **401k**
- **Paid time off including vacation, personal and sick**
- **12 paid holidays**

We are committed to creating a diverse work environment and proud to be an Affirmative Action/Equal Opportunity Employer (AA/EOE/m/f/d/v). Women, minorities, veterans, and individuals with disabilities as well as other qualified individuals are encouraged to apply. If you need a reasonable accommodation in the application process due to a disability, please contact [employment@us.phchd.com](mailto:employment@us.phchd.com) or PHC Corporation of North America, 1300 Michael Drive, Suite A, Wood Dale, Illinois 60191.

Pre-employment drug testing is required. Due to the high volume of responses, we will only be able to respond to candidates of interest. Applicants must be currently authorized to work in the United States on a full-time basis. PHCNA does not sponsor applicants for work visas.

**Please forward your cover letter, salary history/requirements, and resume to [employment@us.phchd.com](mailto:employment@us.phchd.com)**