

PHC Corporation of North America

Territory Manager
San Francisco, Calif area

Job purpose

The development and management of the territory 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:

- Respond to client requests within 24 hours
- Regularly travel to client sites (at least 3 days a week),
- Conducting product training for customers, employees.
- Utilize CRM sales tools to manage the sales process.
- 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 weekly sales call reports.
- Prepare pipeline sales report including open quotes and closed quote status.
- Design and follow up special quotations
- Monitor competitors pricing, promotion strategy and report back to Manager
- Prepare quarterly power point presentation for internal sales meetings.
- Prepare power point presentations for region meetings as needed.
- Prepare special pricing requests for large projects.
- Organize Lunch and Learns at Key Accounts for ULT's/COS's and focused products and customer programs.
- Performs other related duties as assigned.

Qualifications

- Bachelors' degree and 3 years minimum direct sales experience with demonstrated sales results.
- Sales of capital equipment or capital purchases or equivalent.
- Familiar with the market and businesses utilizing biomedical capital equipment.
- Experience working from remote or home office with minimal supervision

- 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

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.
- May need to lift 40 pounds and be 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 Jamie Hinson at jamie.hinson@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 and resume to Jamie.Hinson@us.phchd.com