



SDL Atlas, the world leader in Textile Testing Technology located in Rock Hill, South Carolina is looking for a Territory Sales Manager.

Contact Brian Francois, bfrancois@sdatlas.com to apply

JOB TITLE: Territory Sales Manager

JOB SUMMARY: This position will manage our customer relationships, prospect for new customers, coordinate with product development team to maximize opportunities, and close new sales.

MAJOR DUTIES AND RESPONSIBILITIES

- Develop new business opportunities within the territory assigned; manage relationships with current customers.
- Achieve maximum sales growth and market share objectives.
- Collect and share market feedback of industry trends, customer product expectations, and competitive observations with internal stakeholders.
- Provide proposals, quotations, product education/training and other commercial information to customers.
- Forecast sales to enable operations planning.
- Introduce product innovations to the market.
- Establish and maintain consultative customer relationships.
- Providing timely and accurate administration and communication of customer needs to others in the organization.
- Monitor competition by gathering current marketplace information on pricing, products, new products, delivery schedules, merchandizing techniques.
- Maintain professional and technical knowledge by attending educational workshops and trade shows; reviewing professional publications; establishing personal networks; participating in professional societies.
- Attend major industry trade shows and key market events.

QUALIFICATIONS

Required

Bachelor's degree in Business, Marketing, or Sciences.

Authorized to work in the U.S. without sponsorship.

Must be able to travel domestically without limitations. Typical travel requirements are 40%.

Preferred

Experience in Textile Industry

Three to five years commercial sales or business development experience or equivalent knowledge/experience in U.S. physical testing labs for textiles

Contacts/Knowledge with related standards such as AATCC, ASTM and ISO are a plus

Equipment knowledge as it relates to: Color Fastness, Flammability, Abrasion, Bursting, Air/Water Permeability, etc.

Incidental Duties:

- The above statements describe the general nature and level of work being performed in this job. They are not intended to be an exhaustive list of all duties, and indeed additional responsibilities may be assigned, as required, by management.

Knowledge, Skills, and Abilities:

- Ability to read, write and speak the English language to communicate with employees, customers, suppliers, in person, by phone, and by written communications in a clear, concise, and professional manner.
- Strong organizational skills with the ability to prioritize and organize effectively.
- Advanced ability to follow through and meet deadlines.
- Ability to show judgment and initiative and to accomplish job duties.
- Ability to work independently and in teams.
- Competency with personal computers and software applications (i.e., MS Office Suite, MS Excel).
- Demonstrate regular and predictable attendance.

Working Environment and Physical Demands:

- The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of the job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions. While performing the duties of this job, the employee is regularly required to talk or hear. The employee is frequently required to sit; use hands and fingers, to handle, or feel; and reach with hands and arms. The employee may occasionally lift and/or move up to 30 pounds.
- Office and lab environment.
- 30-40% Travel Required including overnight.

Equal Opportunity Employer:

SDL Atlas is an equal opportunity employer. All aspects of employment including the decision to hire, promote, discipline, or discharge, will be based on merit, competence, performance, and business needs. We do not discriminate on the basis of race, color, religion, marital status, age, national origin, ancestry, physical or mental disability, medical condition, pregnancy, genetic information, gender, sexual orientation, gender identity or expression, veteran status, or any other status protected under federal, state, or local law.