

Territory Sales Manager - Memphis MSA

- *Memphis, TN, USA*
- *Salary depends on experience, skills and education; Up to \$5,000 sign on bonus*
- *Base + Commission*
- *Full Time*
- *medical, dental, vision, 401K and other ancillary benefits*

Hi-Speed Industrial Service is hiring a **Territory Sales Manager** to join our Memphis Metro team covering the **Memphis area**. This position earns a **competitive base pay** that is based on experience, **plus commissions**. In addition to **great pay** and **future growth opportunities**, we offer the following **excellent full-time benefits and perks**:

- **401k with company match**
- **Health, disability, and life insurance**
- **Medical, dental, and vision insurance**
- **Holiday & PTO pay**

We also provide **company vehicle, laptop, and cell phone!**

As one of our Outside Sales Representatives, we rely on you to extend our reach by making connections with clients and maintaining and growing our customer base. Utilizing your top-notch communication and people skills, you forge strong relationships with our existing accounts and work hard to generate new business by effectively sharing our products and services. Being a motivated salesperson, you effectively negotiate quotes and monitor delivery of service from beginning to end. You are also dedicated to keeping customers and our company "in the know" as you function as a liaison between our customers and our home office so nothing gets lost in the shuffle!

In addition to closing sales, you communicate regularly with all levels of management and trades involved in the delivery of product or services. This includes management, engineering, plant, and shop communications and help ensure that all parties are fully informed and expectations are met or exceeded. You regularly report to management on call activity, pipeline and goals. You desire to grow in your knowledge and expertise, so make a point to quickly develop knowledge of our product and service offerings so you can best meet the needs of our clients.

If we've piqued your interest, and you're ready to hear more, keep reading to learn more about this Outside Sales Representative position!

ABOUT HI-SPEED INDUSTRIAL SERVICE

Here at Hi-Speed Industrial Service we have been committed to our mission of providing fast services paired with exceptional customer care since 1946! We know that for our clients

with facilities from the Gulf to the Midwest, time is money, so we strive to be a company that is dependable, consistent, and up-to-date with the services we offered. We are future-focused and pride ourselves in being customer and people-centered as we seek to install, repair, and prevent problems for our clients. We want our customers to know they can turn to us, 24 hours a day, for quality service and individualized care.

In order for us to effectively serve our clients, we depend on our amazing team to get the job done! We thrive on a culture that is focused on customers, people, and excellence. Our team is comprised of people who are the **bedrock of our company** and our **most important asset** in achieving our mission as a company. We offer **great benefits** and a **unified company culture** that fosters strong employee relationships to ensure that as a company, we stand out amongst the rest!

QUALIFICATIONS OF AN OUTSIDE SALES REPRESENTATIVE

- Minimum of 3 years' industrial selling experience
- Proven track record in outside sales and customer service related to the job description
- Degree, training or certification in a technical field of study related to manufacturing is preferred
- Previous experience in project management or manufacturing is a plus
- Able and willing to perform extensive travel and potential overnight stays
- Proficient in utilizing Microsoft Office Suite
- Capable of working with our CRM

Are you goal-oriented? Do you love meeting new people and establish good rapport easily? Do you have excellent communication skills and the ability to connect with a variety of personality types? Do you project a professional image? Are you able to work independently with little supervision? If so, you may be perfect for this Outside Sales Representative position!

To Apply: <https://gohispeed.itnhire.com/jobs/1119470>