



Territory Manager (Rocky Mountain Area)

Highland, IL

- Job Summary:** Sell and promote the use of Basler Electric products in the market segments and territories assigned. Grow sales through long-range development of the Customer base in the assigned territories.
- Reports to:** Regional Sales Manager
- Essential Duties:**
- Identify Customers in assigned territories.
 - Schedule appointments, trips, and visits to meet with Customers in assigned territories.
 - Make introductory sales presentations to Customers.
 - Coordinate the scheduling of visits by Basler technical application personnel with Customers.
 - Track major opportunities in the assigned territories.
 - Record/log all Customer contacts, opportunities, and trip reports in Basler's CRM system.
 - Provide monthly updates on projects, opportunities, and upcoming visits to direct supervisor.
 - Provide sales forecasts and participate in the determination of market potential in the assigned territories.
 - Coordinate and/or negotiate purchase agreements and other commercial items within the assigned territories.
 - Obtain and report marketing information for potential new products in the assigned market segment.
 - Attend and assist in trade organization functions as required.
 - Perform other duties as assigned.
- Requirements:**
- Bachelor degree; preferably in Electrical Engineering but other degrees will be considered with relevant experience.
 - Minimum of 7 years' experience in direct account sales.
 - Minimum of 4 years' experience in direct sales of a technical product to end users.
 - Working knowledge of power systems as it pertains to the assigned market segments.
 - Travel up to 50% in the assigned territories.



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Contact:

Basler Electric welcomes employment applications received directly from interested candidates. We prefer that you submit your resume in Microsoft® Word or Adobe® PDF format.

Basler Electric Company
Human Resources
12570 Route 143
Highland, IL 62249-1074

Tel: +1 618.654.2341, ext. 251
Fax: +1 618.654.2351
Email: employment@basler.com

Benefits:

Basler offers a comprehensive benefits package which offers: Medical, Prescription, Dental, Vision, Life, and AD&D insurance; a 401k plan; paid leaves for Vacation, Holiday, Sick, Jury Duty, Bereavement; tuition reimbursement. All benefits are subject to eligibility requirements.

Compensation:

We anticipate filling the Territory Manager position with an expected compensation range of \$98,000 - \$137,000 with the opportunity for incentive compensation. We are open to reviewing additional candidates with more or less experience and the pay range may differ if filled at a different level. Our pay ranges are determined by job, responsibility, and location. Starting pay and job title are based on location and job-related factors such as candidate experience, training, knowledge, and skills.