

Territory Manager

Department: Sales

Location: New York, NY Metropolitan Area/Long Island

Reports To: Regional Team Leader

Position Type: Exempt

Date: December 8, 2021

SUMMARY:

Meet on a timely and regular basis with authorized Srixon/Cleveland Golf/ASICS accounts throughout an assigned territory, explaining our company culture, values, principles, philosophy, programs, and products. Srixon/CG/ASICS Territory Managers (TM's) will be courteous and professional while making quality sales at all times for both the customer and Srixon/CG/ASICS.

ESSENTIAL DUTIES AND RESPONSIBILITIES:

Essential duties and responsibilities include the following and other duties as assigned.

- Sales and service visits consist of communicating, informing, presenting, and processing orders with all accounts on a regular and timely basis.
- Must be accessible and respond promptly and professionally to all customer and home office inquiries whether in person, via phone, or email.
- Must perform actions and tasks that exceed customer expectations, thus creating the highest quality experience.
- At all times be respectful of others and conduct themselves with the utmost integrity and honesty.
- Establish and maintain personal, professional, and productive relationships with all customers and individuals involved in the selling process.
- Make sales and service visits at customer's place of business according to the following guidelines or as directed.
- Conduct a formal product knowledge training seminar as needed for all staff and program account's personnel.
- Conduct, as a minimum, one day on an annual basis for all staff and program accounts that may be a demo day, short game clinic, fitting day or promotional day.
- Average 3-4 sales calls per day in season; and 2-4 per day during prebook season.
- For all other customers, conduct product knowledge sessions and demo/fitting days on an "as requested" basis; however, all Srixon/CG/ASICS customers need to have a thorough understanding of our company values, principles, philosophy, programs, and products.
- Increase sales through established distribution channels approved and determined by Srixon/CG/ASICS that enhance the presence of our products.

- Strategically manage and make available demo and personal use product to appropriate customers and process these orders on a timely basis.
- Adhere to company policies and guidelines that relate to credit, returns, and global distribution strategy.
- Strategically manage, distribute, and maintain collateral materials with all customers and strive to obtain prime floor space for these on a regular basis, thus ensuring proper usage.
- Identify possible locations for new customers and assist in the completion of appropriate processing as necessary.
- Keep company informed of all changes to customer status, including but not limited to contact names, addresses, phone numbers, email addresses, and other pertinent information.
- Submit and update visitation and demo day activities as directed.
- Attend and participate in company-sponsored seminars or meetings as well as regional or national trade shows as directed.
- Submit territory absence or vacation plans for approval to their Regional Team Leader with a minimum of 2 weeks advance notice.
- Participate in a yearly performance review with their Regional Team Leader and incorporate follow up direction from that process as well as travel summaries and feedback.
- Territory Managers may not represent any other companies or products.
- Perform other tasks and duties as assigned.

QUALIFICATIONS:

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

EDUCATION AND/OR EXPERIENCE:

- Four-year college degree preferably in marketing or related business field; or comparable job experience at Srixon/CG/ASICS which may include Customer Service, Tour, Tech Van or other related experience with a minimum of HS diploma; or a combination of the above may be considered.

OTHER SKILLS AND ABILITIES:

- Must have and maintain a valid driver's license.
- Familiarity with computers and applications (Word or Excel for example).
- Ability to maintain confidentiality of sensitive information.
- Excellent language and math skills required.
- Excellent organizational skills.
- Must work well with others.

- Ability to initiate and maintain correspondence with customers and home office.
- Ability to take direction and critical feedback and to act on that direction.

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 this job. While performing the duties of this job, the employee is regularly required to stand; walk over irregular surfaces and terrain; reach with hands and arms; climb or balance; and stoop, kneel, or crouch. The employee is required to drive a vehicle that holds product line samples, displays, demo day tent, fitting carts, and supplies. The employee must occasionally lift and/or move up to 50 pounds. Specific vision abilities required by this job include close vision, distance vision, color vision, peripheral vision, depth perception, and the ability to adjust focus.

WORK ENVIRONMENT:

While performing the duties of this job, the employee frequently works in outside weather conditions and occasionally near moving mechanical parts. The noise level in the work environment is usually moderate.