



**Tropical Roofing Products** is seeking a high energy sales professional with a track record of building successful relationships and closing new business. The **Territory Manager – Southwest Region** is responsible for the sale of the complete line of the company’s fluid applied roof coatings and roofing products that repair, restore and maintain low slope roofing systems within Texas, Oklahoma and other Southwest territories. As Territory Manager, you will act as a liaison between Tropical Roofing Products and our distributor, contractor and specifier clients.

#### **TYPICAL RESPONSIBILITIES:**

- Pinpoint market opportunities with contractors, distribution, architects, engineers, building owners, and property managers, with the mindset to build lasting and meaningful relationships. Expect to juggle competing priorities and client requests/deadlines on a regular basis.
- Own, progress and close the sales funnel, turning potential opportunities to closed wins, through value-selling the benefits of Tropical Roofing Products. Overcome objections and convert hurdles into growth opportunities.
- Compile reporting to highlight hits, misses, learning, competitive landscape and strategic next steps; proactively identifying opportunities to exceed expectations and position our clients as leaders in their space.
- Represent the company at customer shows, conventions and other industry related activities.
- Be pleasant to work with and keep a positive outlook. Know how to have fun and how to balance it with work. Embrace and respect different personalities and work with various groups to accomplish territory sales goals. Utilize social media to gain further insight in the market i.e. industry trends, market practices as well as using it to communicate with customers
- Display diplomacy and a mastered ability to build immediate rapport with anyone. Close the deal.

#### **POSITIONAL REQUIREMENTS:**

- Bachelor’s Degree is highly preferred.
- Sales experience in the building material industry is preferred. Multi-channel experience selling roofing materials to distributor, contractor, two-step, and architect/specifier, is ideal.
- Proficiency in the MS Office suite and CRM experience is needed.

#### **COMPENSATION AND BENEFITS:**

- Competitive market-based salary; commensurate with experience
- Excellent benefits package available

#### **Employment Type**

- Full-time

#### **Job Functions**

- Sales
- General Business
- Customer Service

Please send your resume and cover letter to: Jeff Harvey [jeff@gotropical.com](mailto:jeff@gotropical.com)