



Job Description

Territory Manager

Summary

As a Territory Manager you will report to the Director of Sales and will have responsibility for igniting and managing rapid revenue growth in our Dealer Sales efforts. The role is considered an invaluable member of the sales team and must have the vision, drive, and interpersonal skills to succeed in a double digit growth environment. You will be a “hands on” sales professional operating with a sense of ownership. Through our stock option plan you will be an owner!

The Territory Manager position is responsible for selling ARI product offerings to the dealers while creating, building, and strengthening long-term relationships, thereby driving repeat sales and renewal revenue. You will be responsible for growing the dealer base through personal prospecting within assigned area emphasizing relationship building and ARI’s commitment to value before, during and after the sale.

Essential Duties and Responsibilities:

- Generate leads, qualify leads, and build a funnel of opportunities large enough to meet sales objectives.
- Manage and grow existing base of customers and upsell existing customers and ensure timely renewals of existing website and related product
- Meet and exceed monthly goals by managing sales activity according to agreed market development strategy.
- Properly demo and quote desired products.
- Properly execute necessary paperwork in a timely manner to process customer orders.
- Timely follow up to all customer inquires.
- Track and maintain all prospect and customer activity in the company CRM application.
- Assist Marketing personnel with seminar/ mailing/ call campaigns as required by management.
- Work within the organization to assemble detailed proposals for the products and/or custom solutions.
- Collaborate with marketing to programmatically drive results.
- Directly interface with top accounts to ensure continued satisfaction and revenue.
- Other responsibilities as assigned.

Qualifications:

Education and Experience

- Bachelor’s degree or equivalent experience.
- Minimum of 2 years inside sales experience.
- Experience selling B2B.
- Track record of exceeding goals and targets.
- Consistent rank within the top twenty percent of peer group.
- Demonstrated experience operating within a sales culture of accountability.
- Exceptional customer service orientation.
- Exceptional integrity, honesty and trustworthiness.
- Excellent presentation and negotiation skills.
- Strong foundation for strategic and tactical selling of a complex sale.
- Skilled in Internet browsing and Microsoft Office suite (Word, Excel, and PowerPoint).

Specialized Skills or Abilities

- Acts and thinks like an owner/entrepreneur.
- 80/20 Action (execute)/ strategic focus orientation.
- Some experience in consultative selling; needs based, buyer focused.
- Self-motivated.
- Demonstrates high initiative.
- Technology savvy.
- High capacity to learn and adapt.
- Ability to work inter-departmentally to accomplish objectives.
- High level of business maturity.
- Ability to travel 5 - 10%.

Communication Skills

Ability to read, analyze, and interpret general business periodicals, professional journals, or governmental regulations. Ability to write reports, business correspondence, and personnel policies and procedure manuals.

Mathematical Skills

Ability to add, subtract, multiply, and divide in all units of measure, using whole numbers, common fractions, and decimals.

Reasoning Ability

Ability to solve practical problems and deal with a variety of concrete variables in situations where only limited standardization exists. Ability to interpret a variety of information furnished in written and oral form.

Physical Demands

The physical demands required of the position include prolonged sitting; extended periods of computer use and keyboarding; and a normal range of hearing and vision.

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.

Work Environment

The work environment characteristics described here are representative of those an employee encounters while performing the essential functions of this job.

Reports to: Director of Sales

To be considered, submit your resume with a personal cover letter to employment@arinet.com.

See us on the Web at <http://www.arinet.com/>.

Employee Acknowledgment

Date

The above statements reflect the general details necessary to describe the principle functions of the occupation described and shall not be construed as a detailed description of all the work requirements that may be inherent in the occupation.