

Montana Territory Manager Job Description

The Territory Manager serves as the primary contact for Dealers selling Walker Mowers and Parts throughout Montana. This role is responsible for building and maintaining strong Dealer relationships, implementing sales programs, communicating program details, securing orders, and driving growth within the territory.

Extensive travel is required. A truck and trailer will be provided, and the Territory Manager is expected to visit each participating Dealer every 4-6 weeks, depending on their status. The position typically involves travel four days per week, including occasional overnight hotel stays.

Additional responsibilities include conducting equipment demonstrations, delivering equipment from a central warehouse, assisting with loading and unloading Finished Goods from semi-trucks, and transporting equipment using the truck and trailer.

Compensation includes a base salary plus commission based on achieving sales targets. This position reports to the Sales Leader.

REQUIRED:

- Strong interpersonal skills with the ability to build relationships and hold Dealers accountable
- Motivated to achieve growth and maintain high standards of excellence
- Ability to set and monitor annual goals with Dealers related to sales, training, marketing initiatives, and market share growth
- Proven ability to prospect and onboard new retail Dealers through cold calling and networking
- Knowledge and understanding of the Outdoor Power Equipment industry
- Must reside in Montana (no relocation assistance provided)
- Physically capable of driving, demonstrating, loading, and unloading mowers and related equipment
- Ability to pass a DOT physical examination
- Willingness to travel extensively as described above
- Possesses a valid driver's license

DESIRED:

- Knowledge of Walker Mower products, and alignment in company values and mission
- Experience working with equipment and has mechanical aptitude with the ability to troubleshoot mechanical issues
- Knowledge of marketing techniques—especially digital in nature