



## **KY/TN Territory Manager**

### **Job Description**

The Territory Manager is the primary contact for Dealers selling Walker Mowers and Parts in Kentucky and Tennessee. They are the first line of contact for establishing the overall Dealer relationship, enabling sales programs, communicating Dealer program information, securing orders and driving growth in the territory. Significant travel will be required. A truck and trailer will be provided and the Territory Manager is expected to travel the Dealer network across the region, seeing each participating Dealer at least once every 4-6 weeks, depending on Dealer status. An average of four days per week on the road is expected, with a couple of overnight hotel stays during that time. The TM may also be called on to perform equipment demos, deliver equipment from a centralized warehouse, assist with loading and unloading of Finished Goods from a semi-truck, and manage moving heavy equipment on a truck and trailer. Compensation will be base plus commission, based on certain sales targets. This position will report to the Sales Leader.

#### **REQUIRED:**

- Excellent people skills and ability to maintain accountability with dealers
- Thrives in an environment demanding growth and excellence
- Set and monitor annual goals for sales, training, marketing, and market share growth with individual dealers
- Prospect and add new retail dealer locations to the Walker program through cold calling and networking
- Knowledge of the Outdoor Power Equipment business
- Must be located in Kentucky or Tennessee (no relocation package offered)
- Able to physically drive, demo, load/unload mowers and equipment
- Able to pass a DOT physical
- Significant travel, described above
- Valid driver's license

#### **DESIRED:**

- Knowledgeable about two-step Distribution models and techniques
- 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