

## Territory Sales Representative

Since 1965, Cordstrap has remained the world leader at the forefront of a revolution in the protection of cargo. Our mission is to keep the world's cargo safe – by providing products and solutions that ensure our customers' precious assets are secure on rail, sea, road and air.

With five international manufacturing locations and operations in over 50 countries worldwide, Cordstrap combines a powerful product suite with a collaborative approach and the best quality training, application expertise and legislative insights for our customers' staff. Cordstrap is trusted by over 25,000 businesses worldwide to secure their valuable cargo for all domestic and international shipping challenges.

**Are you ready to move your industrial sales career to the next level? Cordstrap USA Inc. is looking for experienced Territory Sales Representatives (TSR) around the United States and Canada. The TSR will work most frequently with operations managers, shipping managers, directors, and end-users, and must possess prior B2B industrial sales experience with a hands-on approach to working with customers.**

### **Responsibilities include but are not limited to:**

- Generating new business through outside sales activities such as face-to-face, referrals from existing clients, territory planning and relationship building.
- Focusing on and generating business through new sales in a wide range of industries with a focus on large accounts.
- Developing and presenting formal sales presentations, product demonstrations, product training, and providing advice to customers on industrial transport packaging and loading patterns.
- Account and relationship management to develop deep and cross selling opportunities
- Experienced and proficient with territory management; customer prioritization, customer strategy development, account plans,
- Experience operating in a consultative, solutions-selling environment
- Experience, proficiency and a mind-set toward the use of a CRM system as an efficiency enhancing tool

### **Qualifications:**

- Bachelor's degree and 1-3 years of current work experience in B2B industrial sales; preferably with larger customers.
  - Previous experience in working from a home office
  - Proficient with MS Office, CRM's, Pipeline Reports, etc.
  - Interest in, and aptitude for solving technical problems
  - Outgoing, strong personality; ability to effectively work autonomously as well as collaboratively with other team members.
  - Excellent communication and closing skills
  - Excellent time management skills
  - Proven rapport-building and relationship management skills
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