



Territory Sales Manager

Our Company:

GenComm is the Midwest's premier provider of public safety communication solutions. At GenComm, the integrity of our people, products and services is evident throughout the organization and found within every customer interaction. Both public institutions and private businesses partner with GenComm because they trust our team of experts to meet their diverse communication needs.

Job Brief:

GenComm is looking for an experienced Territory Sales Manager to create long-term, trusting relationships with existing and future customers. The Territory Manager's role is to oversee a portfolio of assigned customers, develop new business from existing clients and actively seek new customers and sales opportunities in our Madison North territory.

Responsibilities:

- Generate, promote, maintain, and support sales of two-way radio and emergency vehicle lighting and safety equipment solutions through initial phone conversations, face-to-face meetings, and product demonstrations.
- Serve as the lead point of contact for all customer account management matters.
- Build and maintain strong, long-lasting customer relationships.
- Negotiate contracts and close agreements to maximize profits.
- Develop trusted advisor relationships with key accounts, customer stakeholders and executive sponsors.
- Ensure timely and successful delivery of our solutions according to customer needs and objectives.
- Clearly communicate the progress of initiatives to internal and external stakeholders.
- Develop new business with existing customers and future customers and identify areas of improvement to meet sales goals.
- Prepare quarterly territory review for coaching and development sessions with management.
- Collaborate with sales team to identify and grow opportunities within organization.
- Assist with challenging client requests or issue escalations as needed.
- Attend trade shows, technology shows, product introduction and training deemed necessary by management
- Any other duties as assigned



Required Qualifications:

- Proven work experience as a Territory Manager, Account Manager, or relevant role.
- Demonstrated ability to communicate, present and influence key stakeholders at all levels of an organization, including executive and C-level.
- Solid experience with CRM and ERP software (i.e. E-Automate, Acsellerate) and MS Office Suite.
- Experience delivering customer focused solutions to meet specific needs.
- Proven ability to juggle multiple account management projects at a time, while maintaining sharp attention to detail.
- Excellent listening, negotiation, and presentation skills.
- Strong verbal and written communication skills.
- Associate degree or above preferred.
- Must be able to successfully pass a background check and drug test
- Must have valid driver's license.

Benefits:

- Competitive compensation structure
- Competitive Health Care and Dental Plan
- Life & Disability Insurance
- Comprehensive 401(k) with Company Match
- Paid leave and vacation
- Fun and friendly atmosphere

Job Type: Full-time

How to Apply: Please send resume to careers@gencomm.com



CORE VALUES

MISSION STATEMENT



GenComm keeps people safe by providing reliable communication solutions, supported by responsive customer service, dependable expertise and a commitment to integrity.

“GenComm is an Equal Employment Opportunity/Affirmative Action Employer”

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