



## **Territory Manager Representative**

### **Company History:**

GenComm is one of Wisconsin's largest two-way radio dealers with thousands of customers in Wisconsin and Illinois and is a family-owned business with five locations in Madison, Milwaukee, and Eau Claire, Wisconsin Rapids and McHenry, IL. GenComm is fully versed in the newest advances in technology, from digital two-way radios to 9-1-1 dispatch systems, in addition to sales and rentals, service and repair, installations, vehicle lighting and custom vinyl lettering/graphics/signs.

### **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 for business & industry and education verticals in our Madison West 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/or identify areas of improvement to meet sales quotas.
- 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.
- Demonstrate 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. EAutomate, Asellerate) and MS office suite.
- Experience delivering customer focused solutions to meet specific needs.
- Prove 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 communication skills.
- Associates degree or above preferred.
- Must be able to successfully pass a background check and drug test
- Must have valid driver's license.

### Benefits:

- Competitive commission structure
- Competitive Health, Dental, and Vision plans
- Life & Disability Insurance
- Comprehensive 401(k) with Company Match
- Paid leave and vacation
- Fun and friendly atmosphere
- Annual Employee Appreciation Party

**Job Type:** Full-time

**How to Apply:** Please send resume to [careers@gencomm.com](mailto: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”**