



## **Territory Manager - IL**

### **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 Managers to create long-term, trusting relationships with future customers in education and business and industry verticals. The Territory Sales Managers role is to develop new business from existing clients and actively seek new customers and sales opportunities for Lake, DuPage and Cook County, Illinois.

### **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 Care and Dental Plan
- 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”**

Office: 608-271-4848

2880 Commerce Park Dr., Madison, WI 53719

[gencomm.com](http://gencomm.com)

Madison, WI • Milwaukee, WI • Eau Claire, WI • Wisconsin Rapids, WI • McHenry, IL

