

## **JOB DESCRIPTION**

**Job Title:** Territory Sales Representative -West US Territory

**Location:** Remote – Western US States (multiply positions)

**Reports to:** Director, Regional Group Sales

**Type:** Commission

### **POSITION SUMMARY**

Under general supervision, the Territory Representative will work with Troy Lee Designs', Director, Regional Group Sales and will act as the main point of contact for his/her assigned district. You will be responsible for maintaining a professional working relationship with authorized Dealers, internal partners, and retail customers alike with the objective of increasing sales and building the dealer network. You will ensure that the company's products and services are represented in a quality manner, for maximum customer satisfaction.

### **ESSENTIAL DUTIES AND RESPONSIBILITIES**

- Manage processes that support the overall sales growth of the company and assigned territory.
- Meet and exceed monthly revenue goals and product quotas as established of assigned territory.
- Maintain an ongoing travel schedule to support new product presentations, new dealer set-ups, booking orders, daily fill orders, and dealer support.
- Serves as a point of contact for assigned territories providing excellent training and customer service for Troy Lee Designs and its portfolio of brands.
- Meetings with Directors on a regular basis for guidance, status updates, and to aid in the progression of meeting company goals.
- Identify new business opportunities and contact prospective customers in select markets.
- Maintain open and direct communication with the Group Sales Director and Inside Sales Manager while working together to resolve dealer issues.
- Provides necessary feedback to Directors and other internal Departments.
- Direct communication with customers and assist in resolving problems.
- Close and follow-up on sales transactions
- Network and build relationships with new and existing client base.
- Assess individual dealer needs and suggest how Troy Lee Designs products can meet their requirements.
- Other duties as assigned.

## **EXPERIENCE REQUIREMENTS**

- Must have 3 years of experience working in the Bicycle or Powersports industry.
- Must have excellent written and verbal communication skills.
- Experience in Microsoft Word, Excel, and Outlook.
- Ability to think strategically.
- Must be a team player and willing to assist in other areas as needed.
- Successful management of product samples and sample accounts

## **EDUCATION REQUIREMENTS**

High school diploma required. Bachelor's degree or equivalent experience in related field preferred.

## **OTHER SKILLS AND RESPONSIBILITIES**

- Superior verbal and written communication skills.
- Excellent organizational skills and attention to detail.
- Knowledge of industry related products/trends and business development.
- Knowledge of company products, policies, and procedures.
- Ability to multitask in a fast pace, deadline driven and constantly changing environment.
- Ability to prioritize workload, meet deadlines and understand when to escalate potential issues.
- Ability to travel Internationally.

**SUPERVISORY RESPONSIBILITIES:** None

## **CONTACTS**

Internal: Directors, Executive Mangers, Sales Support staff  
External: Customers, Dealers

## **JUDGMENT & REASONING ABILITIES**

Ability to recognize discrepancies and resolve problems quickly using sound judgment, poise, and diplomacy. Requires ability to use judgment and reasoning skills and determine when issues need to be escalated.

## **PHYSICAL DEMANDS**

Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions. While performing the duties of this job, the employee is regularly required to talk and hear. The employee is frequently required to sit; use hands and fingers, bend, stoop and reach with hands and arms. And:

- Ability to lift up to 35 lbs – up to 15% daily

- Ability to sit at a desk and use and view a computer – up to 50% daily
- Ability to drive and sit in a car – up to 30% daily
- Ability to hear and speak into a phone - 60% daily
- Ability to stand bend, stoop and twist - 20% daily

## **WORK ENVIRONMENT**

The noise in the work environment is usually moderate. Other factors are:

- Ability to travel, including to HQ in California (up to 50%).
- Fast-paced, with multiple demands environment
- Professional, yet casual office work environment
- Ability to work flexible hours as required

## **REQUIRED PREHIRE SCREENINGS:**

- Criminal - Felony and Misdemeanor 7 Years
- National Criminal Data Base 7 Years
- Social Security Verification
- Employment Verification

*Troy Lee Designs. provides equal employment opportunities (EEO) to all employees and applicants for employment without regard to race, color, religion, sex (gender), age, national origin, ancestry, citizenship, physical or mental disability, military or veteran status, medical condition, genetic information, sexual orientation, or any other category protected by federal, state, or local laws.*

Signature: \_\_\_\_\_ Date: \_\_\_\_\_