

Territory Sales Manager - Job Description

The Account Executive is responsible for the sales and distribution of our established premium cosmetic brand within the assigned territory. This individual will identify and prospect medical and spa accounts and will achieve their sales plan by actively securing new distribution, provide excellent customer support, and by continually providing added services such as merchandising support, product knowledge and execution of client events. The Territory Manager must be self-motivated, self-directed and possess excellent organizational skills, a competitive spirit, and ambition to drive sales with an energetic and positive attitude.

Responsibilities

- Actively prospect and sell direct to medical accounts and spas within NY, NJ, CT and PA.
- Provide product knowledge.
- Deliver business education.
- Develop and execute strategies to help our clients grow their business.
- Minimum 5 years outside sales experience in professional beauty, medical or cosmetics industry.
- Strong existing relationships within medical offices, medical and day spas preferred.
- Ability to prospect via cold calling and generate leads.
- Proven record of accomplishment of successfully prospecting and closing new business.
- Outstanding interpersonal skills along with the ability to establish strong relationships with clients.
- Excellent verbal and written communication skills. Must be comfortable with public speaking.
- Computer proficiency with Microsoft Word, Excel, Outlook and PowerPoint. Must have a valid driver's license, vehicle and proof of auto insurance.
- Self-motivated and works independently. With disposition to work as part of a team in a dynamic and fast paced culture.
- Excellent presentation skills including communication and writing skills.
- Excellent organizational skills.
- College degree preferred or equivalent experience.
- Ability to drive and travel long distances for extended periods.
- Ability to work weekends and or nights when needed.
- Proficient with Microsoft applications.