



## Security Solutions

**Title**

Territory Account Manager

**Job Title/ Description**

**Specific Responsibilities:**

1. Develop new customer of accounts by marketing company product lines and offering value-added services and availability information to perspective customers. Maintains current customer information including sales contracts, bonded inventory requirements, contract terms, and other pertinent accounts details.
2. Evaluate problem accounts, works with accountant to correct. Develops strategies, tactics, and contingency plans to obtain specific market share. Recommends deviations from standard policies and procedures such as pre-purchases approvals for payment terms, discounts and freight charges.
3. Provide customers with on-site survey consultation, develop professional quotation and presentation skills and provide system specifications and project coordination so as to best achieve the required sales objectives.
4. Negotiate and establish sales quotes based on volume of products purchased and nature of marketplace to effectively offer competitive pricing and ensue the highest profitability.
5. Develop company relationship with established accounts by providing customer service to achieve mutually satisfactory solutions to customer concerns.
6. Work closely with Operations Supervisor to design, plan, schedule, and install all projects in order to



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provide the very best level of servicing each customer. This includes working with Dodge system for ACCD accounts.

7. Establish periodic goals and objectives, understand how they will be measured, receive feedback from supervisor and work towards achieving these agreed upon results within the stated time period.

8. Perform customer training as customer needs dictate.

9. May be called upon to assist in installations business and office needs dictate.

10. Perform other duties as assigned to support the operations of the sales office.

### **Knowledge/Skills/Abilities:**

- Develop a philosophy of sales and associated techniques consistent with Corporate objectives, goals and stated policies.
- Knowledge of sales techniques and processes.
- Ability to set goals and develop sales plans.
- Organization and time management skills required.
- Knowledge of BEST product lines preferred; electronic sales experience required.
- Possess excellent interpersonal skills.
- Must possess the ability to make group presentations.
- Skills or experience with personal computers, including electronic E-mail, personal scheduling, word processing and electronic spreadsheet skills.



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### **Education/Experience:**

- B.S. in Business, Marketing or similar field preferred
- 3 years sales experience

### Key Dimensions:

- Financial:

N/A

- Personal:

Building Customer Loyalty  
Sales Ability/Persuasiveness  
Meeting Leadership  
Customer Focus  
Continuous Improvement  
Follow-up: Communication

- Functional Requirements:

Must be able to make sales calls to customer sites by telephone and in person.

Must be able to verbally communicate via telephone.

Must be able to lift up to 20 pounds.

Must be able to use public transportation for business travel.

At Stanley, we offer an outstanding array of benefits and a competitive salary that upholds our commitment to excellent employee care. EOE Stanley Security Solutions is an Affirmative Action/Equal Opportunity Employer (AA/EOE) and encourages applications from women and minorities.