

**Job ID:** 360  
**Job Title:** Territory Manager / Road Construction Equipment  
**Degree Requirements:** None Required  
**Years of Experience:** 10 years Sales Experience with Road Construction Equipment  
**Type of Position:** Direct Hire  
**Location:** NE Atlanta, GA Area  
**Salary Range:** Depends on experience & expertise ( Bonus & Commission eligible )  
**Travel Required:** 60%

**Please help the reader (s) of your résumé by telling us what your employers do / did to make money. Do not assume that the reader knows what your employers do / did.**

**One or Two sentences will suffice.**

We are working with our client to identify an exceptional Territory Sales Manager candidate who has a minimum of 10 years selling heavy road construction equipment to drive and manage equipment sales. This is a new position covering the Southeast, Northeast, & Midwest. This position carries a heavy travel load ( 60% ), working from a home office ( 25% ), and in the corporate office ( 15% ) schedule.

**This is a highly technical sale so the right candidate will be hands on expert in the heavy construction equipment industry.**

#### **Benefits**

- \* 401-K contribution 6% Client Match
- \* Medical, vision, dental, life, disability insurance ( Client pays 100% for the **Employee** only )
- \* 2 week vacation, 3 personal days and 3 sick days per year
- \* Paid Holidays
- \* The client provides a company truck, mobile phone, laptop, & iPad

**The MUST HAVE REQUIREMENTS** for this position are:

- \* Knowledge of heavy road construction equipment
- \* HUNTER MENTALITY in a Technical Sales arena
- \* History of performing with minimal daily supervision
- \* 10 years selling road construction equipment
- \* Ability to travel overnight up to 60%
- \* Prior experience successfully demonstrating heavy equipment
- \* Prior expertise providing knowledge, training, operational expertise to Dealers, Dealer's Sales Teams, and End Users
- \* Be a HANDS-ON EXPERT in the construction industry
- \* Computer literacy, MS Office proficient, & familiar with CRM systems

**Reporting directly to the CEO, the RESPONSIBILITIES of the position include, but are not limited to:**

- \* Drive & grow sales to present & new customers
- \* Coordinate / conduct field demonstrations
- \* Operate equipment during the demonstrations
- \* Build new & expand present relationships
- \* Attend Trade Shows & Association Meetings
- \* Experience & expertise using Salesforce

If you meet these requirements and wish to be considered for this position, send your résumé, that **includes what your employers do to make their money**, to us in a Word document without Headers / Footers, or Text Boxes at [Resumes AT PinnaclePlacementGroup.com](http://Resumes AT PinnaclePlacementGroup.com) mentioning the **Job ID** and the **Job Title** in the subject line of your email.

**\* ALL OF OUR CLIENTS REQUIRE, BACKGROUND CHECKS & DRUG TEST AS A PART OF PRE- EMPLOYMENT HIRING PROCESS.**

**In your email or cover letter, please provide us a short narrative detailing your experience and expertise as it applies to this position. Also, please provide us with your *MINIMUM* salary requirements.**

**KEY WORDS:** Heavy equipment, road construction equipment, sales, territory management, territory sales manager, sales hunter, hunter mentality, Wirtgen Group, Roadtec, Caterpillar, Kubota, John Deere, Komatsu, Kobelco, New Holland, Kobelco, Case, Hitachi Construction Machinery, Volvo, Terex, Liebherr Group, Doosan, Hyundai, Takeuchi, soil compactors, rollers, cold planers, motor grader, road reclaimers, wheel dozer, asphalt pavers, backhoe, loaders, excavators, trucks, wheel loaders