

Territory Manager

Location: Region as Assigned

Reports to: Brian Strzalka, COO

General Description

The territory manager is responsible for acquiring new accounts, managing and growing existing accounts, developing effective sales strategies, and driving profitable revenue growth within the assigned region.

Duties and Responsibilities

- **Account acquisition and Relationship Management:**
 - Develop and nurture strong personal relationships with prospects and customers
 - Represent the company professionally and align with its culture and values
- **Regional Account Management:**
 - Build and maintain a robust customer base within the assigned region
 - Develop and manage accurate forecasts to support timely distribution of products
 - Maintain comprehensive and accurate records of regional business activities
 - Oversee order management processes, including receivables and payables
 - Administer warranties, co-op programs, private labels, and builders' programs
- **Compliance and Brand Alignment:**
 - Adhere to company brand standards, credit policies, pricing structures, and discount guidelines
 - Stay current with Guardian product offerings, organizational structure, and company policies
- **Strategic Contributions:**
 - Collaborate on regional and national marketing, logistics, and business development initiatives
 - Provide insights and recommendations to support strategic growth in the territory
- **Additional Responsibilities:**
 - Perform other duties as assigned by the COO to support the objectives of the role

Compensation

Salary: Compensation is commensurate with experience and paid monthly

Vehicle: Company-owned and issued. Auto insurance, fuel, tolls, and parking expenses related to business activities are covered using the company-issued credit card.

Travel expenses: Lodging, meals, entertainment, airfare, various transportation, and other business-related expenses are covered by the company-issued credit card.

Mobile Phone: Personal phone used with a company-paid downloadable app for business purposes.

Computer: Company-owned and issued for work purposes.

Benefits

Medical Benefits: The company contributes 50% toward an individual BCBS plan (PPO or HMO)

Vacation: 1 week in Year 1, 2 weeks in Year 2, 3 weeks in Year 3. Includes standard US holidays. Additional leave may be granted with prior approval, depending on job responsibilities.

End-of-Year Profit Share Bonus: A percentage of company profits allocated to employees, distributed based on individual and team performance throughout the year.

Please send your resume to Brian Strzalka at brian@adhguardian.com, Alan Pats at alan@adhguardian.com, or mail to:
Guardian Access & Door Hardware
1761 International Pkwy, Ste. 11
Richardson, TX 75081