

Hemisphere GNSS Job Description

Job Title: Territory Manager
Location: Brisbane, QLD (or Remote)
Department: Sales
Reports To: Sr. Manager Business Development with dotted line responsibility to Outback Director of Sales
Prepared Date: December 1, 2020

Full-Time Part-Time / Exempt

Summary

This role is responsible for selling the company's Outback Guidance Products in the assigned territory through sales channels such as original equipment manufacturers (OEMs), value added resellers, retail or other dealers and distributors. Serves as a liaison to channel partners with regard to any sales related service and support issues. Duties require high percentage of travel.

Essential Duties and Responsibilities

1. Territory representation of Outback Guidance Products
2. Responsible for attaining annual territory sales goals.
3. Responsible for dealer recruitment and training.
4. Responsible for continual dealer evaluation, goal setting, coaching, effort recognition and dealer termination.
5. Organize and attend dealer open houses and Ride & Drive events.
6. Coordinate trade show set-up with the Director of Sales and Outback Marketing and attend trade shows.
7. Coordinate with Director of Sales and Outback Marketing to provide dealer and customer training.
8. Provide primary support for Outback customers in the territory using Global Customer Care as a resource.
9. Sell products and subscriptions through sales channels to achieve or exceed revenue objectives.
10. Remain knowledgeable about all Outback products to facilitate sales efforts.
11. Create and perform sales presentations to match company's products with identified needs.
12. Maintain regular contact with customers to ensure satisfaction.
13. Ability to travel up to 50%. International travel may be required.
14. Other related duties as assigned.

Supervisory Responsibilities

This position will not currently supervise direct reports although this may evolve over time.

Education and/or Work Experience Requirements

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required.

Education and/or Experience

- Bachelor's degree in business or related field
- 2+ years of experience in technical sales
- Knowledge of industry and company market segment including competitors, products, channels and industry developments
- Precision Agriculture experience preferred
- Background in Ag sales required

Practical/Technical Skills

- Knowledge has been supplemented by substantial applicable work experience or enhanced by additional schooling in a field of specialization to meet job requirements

Computer Skills

- Excellent computer proficiency (MS Office – Word, Excel, PowerPoint and Outlook)
- Internet search processes and research abilities

Certificates, Licenses, Registrations

- Valid driver's license

Language Skills

- Above average verbal and written communication skills are required in this position including above average ability to read and comprehend instructions, correspondence, and memos
- Ability to read, analyze, and interpret common scientific and technical journals, financial reports, and legal documents and to respond to common inquiries or complaints from customers or regulatory agencies
- Ability to effectively present information to customers, clients, management, board of directors and other employees of the Company in small group situations, public groups, and/or one on one

Reasoning Ability

- Ability to define problems, collect data, establish facts, and draw valid conclusions
- Ability to interpret an extensive variety of technical information

Other Skills and Abilities

- Excellent verbal and written communication skills, including ability to effectively communicate with internal and external customers
- Must be able to work under pressure and meet deadlines, while maintaining a positive attitude and providing exemplary customer service
- Ability to work independently and to carry out assignments to completion within parameters of instructions given, prescribed routines, and standard accepted practices
- Ability to work with minimal supervision
- Ability to handle high level of confidentiality regarding product information
- Excellent planning, time management, communication, decision-making and organizational skills

Physical Requirements

Computer/Office

- Will constantly operate a computer and other office productivity machinery, such as a calculator, copy machine, and computer printer
- Must be able to talk, listen and speak clearly
- Will occasionally move about inside the office to access file cabinets, office machinery, etc.

Physical

- Required to stand or sit in one location much of the time
- There is some stooping and lifting or carrying of light material
- The person in this position frequently communicates with coworkers regarding information and must be able to exchange accurate information in these situations
- Must be able to travel by car or aircraft and sit for long hours during international travel
- This position will be required to travel approximately 50% of the time (Domestic/International)

Sensory

- Must be able to concentrate on details and specifications

Environmental Conditions

- Work between a climate-controlled office environment and various other environments while travelling.

Mental

- Ability to handle multiple deadlines and simultaneous priorities

The preceding functions may not be comprehensive in scope regarding work performed by an employee assigned to this position classification. Management reserves the right to add, modify, change or rescind the work assignments of this position. Management also reserves the right to make reasonable accommodations so that a qualified employee(s) can perform the essential functions of the position.

I have read and understand the job description. I understand that nothing in this job description restricts management's right to assign or reassign duties and responsibilities to this job at any time.

Print Employee Name: _____

Employee Signature: _____ **Date:** _____