



Full Time Territory Manager for a specialty interiors contractor in the Education, Healthcare and Laboratory Markets

*Do you want to join a winning culture?
How about finding your professional home with people you actually enjoy working with?*

NEIS Collective a leading cabinet, casework, fume hoods and equipment dealership selling interior product solutions in the K-12, College/University, Laboratory and Healthcare market segments has an immediate opening for a full time Territory Manager sales role with a focus on the Central and Western Pennsylvania territory. This position will be based in the Harmony, PA office.

This outside sales position will have responsibility for overall territory management with a primary emphasis on developing relationships with architects, owners, CMs and general contractors in the market segments of Higher Education, Laboratory and Healthcare, for the purpose of achieving bookings and sales goals and other initiatives that drive results within our customer base.

Essential Duties and Responsibilities:

- This outside sales position will call on and develop relationships with architects, owners, CMs and general contractors in the market segments of Higher Education, Laboratory and Healthcare
- Promote our casework and equipment brands to professionals for the use in institutional education settings, laboratory environments and healthcare facilities
- Maintain an up-to-date database with opportunity details and ongoing project notes, weekly schedule "to-do's" and, timely positive interface with our management team, sales team and partners
- Review architectural drawings and project specifications
- Work closely with estimating department, preparing customer quotations and proposals
- Present solutions to customers in individual or group settings
- Develop, implement, and execute sales strategies and tactics, review progress and report on results
- Organize and maintain efficient and consistent coverage of customers in your territory (Central and Western Pennsylvania)
- Identify target projects and maintain data in our CRM from inception through award
- Provide technical sales support to owners, designers and construction managers for the purpose of appropriately incorporating our products into the project
- Represent NEIS Collective, our vendors and their products, one-on-one and in group settings
- Review plans and specs for the purpose of ensuring a positive outcome for the customer and favorable position for our manufacturing partners
- Work with manufacturing partners to develop project specific product solutions
- Oversee the bid/proposal process:
 - Work with estimating on budgeting and developing bid strategy
 - Engage as appropriate with all bidders

- Pursue and play a lead role in scope review meetings as appropriate
- Negotiate appropriately with owners, CMs or GCs for a project award
- Advocate for your customers with manufacturing partners
- Develop accurate forecasts for territories and accounts
- Participate in weekly Sales & Estimating team calls and Project Kick Off meetings
- Continuous focus on developing product and market knowledge
- Maintain positive focus - at all times - in words and actions...striving to be solution oriented. You are your brand

Qualification Requirements:

- The successful candidate will possess strong skill sets in sales and marketing related activities
- A 2- or 4-year degree and preferably have 2+ years of proven successful sales experience
- A working knowledge of the institutional and commercial construction industry would be a plus
- Attention to detail to drive prospecting and closing efforts is a must
- Be an energetic, forward-thinking individual
- Have outstanding written and oral communication skills
- Have the ability and desire to be in the field 50-70% of the time

We offer personal and professional advancement and a family friendly atmosphere that reflects our Core Values:

People - Integrity - Intention - Achievement – Humility

In addition to being a great place to work, we offer a competitive compensation package as well as generous PTO, health and welfare benefits.

*If you are looking to join a winning culture with a market leader...*Please send your resume in confidence to Human Resources at hr@neis.com and visit us on the web at www.neis.com to see a collection of projects we've completed with passion and creativity and see why NEIS Collective is a great place to call your professional home.

Affirmative Action Equal Opportunity Employer/Drug-Free Workplace