



The Röchling Group has been shaping industry. Worldwide. For more than 200 years. We transform the lives of people every day with our customized plastics: they reduce the weight of cars, make medication packaging more secure and improve industrial applications. Our workforce of 11,737 people is located in the places where our customers are – in 92 locations in 25 countries.

In the Industrial division, you will support customers with exceptional know-how in the plastics segment. Our plastics are used in almost every industry worldwide. And yet: Every industry has its own requirements for materials.

## Location Ontario, CA

# Territory Manager (West)

### Where we need you

Roechling Industrial West is looking for self-motivated and driven **Territory Manager (West)** to join our team. As a Territory Manager, you will be assigned to the west region, and will play a crucial role in driving company growth, serving our customer base, and achieving financial success. If you have a passion for sales, exceptional leadership skills, and a desire to lead by example, we want to hear from you.

### Prospecting and Lead Generation:

- Identify and prioritize potential clients within the assigned territory.
- Conduct cold calls, emails, and other outreach strategies to generate new leads.
- Research and analyze market trends to uncover new business opportunities.
- Build and maintain strong relationships with clients through regular communication, visits, joint calls and follow-up.
- Understand client needs and develop customized solutions to meet their requirements.
- Provide product demonstrations and presentations to prospective clients.

### Sales Process Management:

- Manage the entire sales process from lead generation to closing deals.
- Develop and execute sales strategies to achieve and exceed sales targets.
- Prepare and present sales proposals, quotes, and contracts to clients.

### Collaboration and Reporting:

- Collaborate with internal teams, including marketing and product development, to support sales initiatives.
- Track sales activities, pipeline, and progress using CRM software.
- Prepare regular sales reports and updates for management.

### How to convince us

- Proven track record of success in outside sales. Industry experience preferred.
- Strong understanding of sales techniques and strategies, with a focus on consultative selling.
- Excellent communication and interpersonal skills, with the ability to build rapport with clients.
- Ability to work independently and manage time effectively in a remote setting.
- Proficiency in CRM software and other sales tools.

### Additional Requirements:

- Valid driver's license.
- Willingness to travel within the assigned territory 2-3wks out of the month.
- Ability to work flexible hours, including evenings and weekends, as needed.

### What we offer

- Competitive salary plus commission.
- Comprehensive benefits package, including health insurance and retirement plans.
- Opportunities for career advancement and professional development.

**Join Our Team:** If you are a motivated sales professional looking for a rewarding opportunity to drive business growth and make an impact, we want to hear from you. Apply now to join our team as an Outside Sales Representative.