



WANT TO JOIN THE COOLEST ROBOTICS COMPANY?

REGIONAL TERRITORY MANAGER WANTED IN MN/WI



Are you a "hunter", experienced with sales? Can you deliver compelling sales pitches and close deals remotely over the phone and in a face-to-face interaction with a prospect? At Turf Tank, we are looking for a new Territory Manager in Minnesota/Wisconsin to join our sales team and help us attract new prospects and customers. Your primary focus will be to continue our growth in the sale of our robot across a wide range of customers - from clubs and high schools to Parks & Recreation departments.

The world's first autonomous line marking robot #coolestrobotever

Turf Tank is the company behind the world's first autonomous line marking robot for sports fields, the Turf Tank One. Over the past years, we have seen strong growth across the globe. The combination of our unique technology and working closely together as a high performing team, is the key to our current success and plan for future growth. At Turf Tank, you will get to play a central role in our team of 30 people, while building an amazing career for yourself. Our corporate culture is very entrepreneurial and fun. We focus on implementing world class tools, systems and practices, in order to realize our growth ambition.

- Job Type: Full Time
- Compensations: Company offers a base salary, travel reimbursement + UNCAPPED commission.
- To apply for this job email your details to jay@caliber-inc.com

Responsibilities

- Exceed daily activity based KPI's to help drive sales growth and brand awareness in the territory
- Develop a sales strategy and plan a high volume of activities to achieve company's growth objectives
- Plan and conduct onsite demonstrations with the prospects
- Establish strong relationships with club and youth program directors, high school athletic directors, along with individual sport coaches
- Respond to customer inquiries promptly and professionally to ensure customer satisfaction

Candidate profile:

- At least 1 year of previous B2B sales experience
- Prioritizing, time management and organizational skills, capable to schedule your day to day activities
- Aggressive negotiation skills with a strong ability to close
- Ability to create and deliver presentations tailored to different types of prospects
- Familiar with CRM systems, Hubspot preferably
- A lot of drive, energy and a real team player
- Experience and passion for the sports industry is a plus

What we offer

An international environment and a challenging experience where you will manage your own projects and responsibilities. We can together find the right mix of tasks to suit both your interests and passions and also the company's needs. You will have all the support needed from management and the inside sales team. All of this, while working with some of the best sports organizations in the world!