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| Job Title: | **Commercial Roofing Territory Sales Manager** | Classification: | Salaried Exempt |
| Reports to: | Director of Single Ply Systems-North America | Department: | US Commercial Sales |

**Role Objective:**

The Commercial Roofing Territory Sales Manager role is responsible for driving sales for IKO commercial roofing products and managing customer relationships in a set geographic territory. Since this is a new division and product line within IKO, the emphasis will be on establishing a new customer base by growing sales with contractors and distributors while promoting IKO commercial products within the architectural and specifications community.

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| **Essential Job Functions** |
| * Identify, qualify and create demand for IKO commercial roofing products with key decision makers in the market (roofing contractors, specifiers, and distributors.) * Develop and manage key relationships with key product specifiers, distributors, and contractors. * Conduct product knowledge training sessions such as lunch and learns * Review job specifications and proactively work with key customer segments to ensure IKO is listed in project manual and utilized on upcoming projects. * Conduct site visits, execute quality control initiatives and produce written reports as required. * Attend and participate in related association events and trade shows to promote IKO Commercial products. * Interact and collaborate with sales leadership, product manager, customer service and various other internal functions * Attend meetings, functions and company provided training as required * Adhere to Health and Safety policies as well as IKO Vehicle policies * Any other responsibilities as assigned |
| **Competencies** |
| **Technical Skills**   * Strong sales acumen * Ability to read technical roofing documentation/specifications * Basic financial skills and is comfortable working with MS Outlook, Word, PowerPoint and other office technology   **Social Process Skills**   * Sales results oriented and a desire to make things happen quickly while also building lasting customer relationships for the future. * Motivated, competitive, passionate and flexible. Equally dedicated to product training and specifications reviews as you are with building relationships. * Excellent written and verbal communication skills. You are confident and can reach out to and work with a range of clients within the industry. * Adaptable to changing priorities and responsibilities with a get it done attitude |
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| **Physical Demands** |
| * Must be able to work flexible hours (including nights and weekends) to complete tasks as assigned * The person in this position needs to occasionally move about inside the office to access file cabinets, office machinery, etc. * Constantly operates a computer and other office productivity machinery, such as a calculator, copy machine, and computer printer |
| **Travel** |
| * Must have a valid driver’s license and can travel throughout the designated territory with potentially some overnight stays * Frequent travel, site visits, some overnight travel could be required |
| **Required Education/Experience** |
| * Bachelor’s degree in business, marketing and/or engineering/architecture or equivalent industry experience * 3-5 years sales experience in related field * Ideally some roofing or building products/roofing industry experience * Understanding of commercial roofing assemblies and their applications * Driver’s License in good standing required.  |  | | --- | | **Direct Reports** | | None | | **Work Authorization** | | Must be authorized to work in the United States of America | | IKO is an **equal opportunity** employer  *This job description is subject to change at any time.* | |