

## Strategic Territory Manager

At ABC Solutions, the nation's leading retail distribution organization, we're making a profoundly positive impact on retail clients across America. ABC Solutions is driving unprecedented results for our clients, while simultaneously re-writing the book on retail distribution methodologies.

Our incredibly talented team of strategic sales professionals has fueled a period of remarkable growth at ABC Solutions. How successful has ABC Solutions been? Over the past 5 years, our team of entrepreneurial sales professionals has consistently exceeded all corporate revenue goals and related growth metrics. In short, our Strategic Territory Managers have allowed us to expand at an amazing pace. Consider the following:

- ABC Solutions 5 Year Increase in Revenue: +433%
- ABC Solutions 5 Year Increase in Territories: +161%
- ABC Solutions Territories now exist in 34 States
- ABC Solutions has put over \$10 Million into charitable community programs

But, our growth is just getting underway. With annual revenue now in excess of \$35 Million, we are continuing to expand into new markets. We are actively seeking a talented Strategic Territory Manager for a tremendous opportunity in the Houston marketplace.

Utilizing our innovative marketing and sales methodology, our Strategic Territory Managers work directly within their communities (no out-of-town travel) and drive all aspects of an exceptionally effective, retail distribution program. Market research definitively confirms that over 85% retail organizations can benefit from our services and program offerings immediately. As a result, our Strategic Territory Managers are the beneficiaries of a sales cycle that reliably yields exceptionally high closing ratios.

ABC Solutions consistently delivers a Win-Win scenario benefiting retail clients and distribution partners. Strategic Territory Managers are given comprehensive training and ongoing sales support to assure success. Strategic Territory Managers are also given a defined territory, quality leads, and are eligible to participate in reward and incentive programs. Income potential is unlimited – Average earnings range from \$80K - \$100K, while top performers earn in excess of \$200K.

Strategic Territory Manager – Desired Skills/Attributes:

- Proven outside sales experience;
- Excellent networking and rapport-building skills;
- Intelligence and the ability to innovate;
- Strong planning and organizational skills;
- Highly motivated, ambitious, and goal oriented;
- Self-assurance, disposition to action;

If you possess these attributes; if you possess the desire to manage and grow your own territory while benefiting from a generous pay-for-performance compensation structure; if you enjoy working with motivated people; if you want to perform in a sales leadership role that allows you to directly and favorably impact your community, we would welcome speaking with you and encourage you to apply today!

Contact: Joe Smith, Recruiting Manager, ABC Solutions: 555-444-6666 or [joesmith@abcsolutions.com](mailto:joesmith@abcsolutions.com)