

## Territory Sales Manager

Norman International Inc.

\$70,000 a year - Full-time

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### Job details

Pay  
\$70,000 a year

Job type  
Full-time

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### Location

King Of Prussia, PA      Remote (Within Location)

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### Benefits

- 401(k)
  - 401(k) matching
  - Dental insurance
  - Health insurance
  - Health savings account
  - Life insurance
  - Mileage reimbursement
  - Paid time off
  - Vision insurance
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### Full job description

#### About Us:

With more than 50 years of unwavering passion for quality, Norman Window Fashions is among the world's largest and well-respected manufacturers of window coverings. Our long-standing commitment to quality and craftsmanship have made us the number one choice for homeowners who demand only the best.

We are growing and we are seeking an energetic & enthusiastic Territory Sales Manager to rapidly increase sales with new and existing customers within Pennsylvania and New York. We offer competitive base pay with lucrative opportunities.

#### Responsibilities:

- Successful candidate must be able to produce results and meet sales goals.
- Keeping and maintaining sales pipelines using Salesforce to successfully open new accounts.
- Roll out new product and pricing programs.

- Build & maintain existing and potential customer relationships.
- Keeping customers up to date with information as it relates to their orders, price and product changes.

**Requirements:**

- Must be willing to be in the field 3-4 days a week minimum.
- Must have Outside Sales Experience with strong closing skills.
- Self starter and able to manage their time between opening accounts, maintaining existing accounts, reports, and emails.
- Knowledge and background in window coverings industry or related home furnishings industry a plus!
- Have sound analytical and business skills.
- 50% overnight travel
- Ability to travel to and from PA, Pittsburg, Allentown, Buffalo NY, Rochester Utica and cities in between.
- Ability to work independently as well as in a team environment.

**Other Requirements:**

- Must have a valid driver's license, reliable automobile, current auto insurance

Norman is an equal opportunity employer of all qualified individuals; including minorities, women, veterans, and individuals with disabilities, and regardless of sexual orientation or gender identity. Norman will consider for employment qualified applicants with criminal histories in a manner consistent with all federal, state, and local ordinances.

**Compensation:**

- Commission pay
- Yearly bonus
- Travel expense reimbursement
- Benefits (Medical, Dental, Vision, Life, Long Term and Short Term Disability Insurance, Paid-Time-Off, Paid Holidays, Pet Insurance, etc.)
- 401K with company match

**Job Type: Full-time**

Pay: \$70,000.00 per year

**Benefits:**

- 401(k)
- 401(k) matching
- Dental insurance
- Health insurance
- Health savings account
- Life insurance
- Mileage reimbursement
- Paid time off

- Vision insurance

License/Certification:

- Driver's License (Required)

Work Location: On the road

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