

## Job Description

*Job Title:* **Territory Sales & Relationship Representative**

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**EXEMPT:** Yes  
**DEPARTMENT:** Sales  
**REPORTS TO:** District Sales Manager, District Manager and/or Location Manager

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**SUMMARY:** Manages and participates in account management activities as a territory representative to ensure the profitable sales growth and customer retention of an assigned geographic sales territory. Prospects and sells to all companies identified as potential customers in assigned territory. Maintains relationship and accountability for all existing customers within assigned territory.

### **ESSENTIAL DUTIES AND RESPONSIBILITIES:**

Prospects, sells and manages the business relationship within an assigned sales territory. Negotiates pricing and contracts as appropriate. Ensures that all approved contract terms are met.

Prepares and delivers sales presentations and follows up with key decision-makers to answer questions and close sale.

Develops and implements comprehensive account plans (sales, marketing and service programs/strategies) to achieve annual sales objectives within assigned accounts and/or assigned sales territory. Involves the District Sales Manager, District Manager and/or Location Manager in sales activities as needed.

Meets regularly with key decision-makers within assigned accounts/territory to enhance IESI's position and continuously bring added-value services to the relationship.

Conducts on-site client reviews to ensure that quality service is effectively delivered, documents deficiencies and recommends corrective action as appropriate.

Maintains an awareness of market dynamics and competitors' activity in areas where IESI conducts business. Develops/implements approved strategies to increase account penetration to ensure client retention.

Meets with operations management as appropriate to coordinate sales and service efforts for assigned accounts/territory.

Meets with accounting team management as appropriate to coordinate and assist in the collection and/or accounting adjustments with delinquent accounts.

Prepares and maintains all sales documentation (Sales Funnel, Client Profile, Weekly Sales Plan, Sales Activity Report, etc.)

Achieve sales activity and revenue goals as directed.

Participates in special projects and performs other duties as required.

**QUALIFICATION REQUIREMENTS:** To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

**EDUCATION and/or EXPERIENCE:** Bachelor's Degree in Business Administration, Marketing or the equivalent preferred plus a minimum of two years experience in the service industry working in an assigned territory. Thorough knowledge of account service requirements and marketing/presentation and sales techniques required. Excellent oral/written communication and negotiation skills required. Well developed time and territory management skills.