



BESSEY. Simply better.

Innovative Clamping and Cutting Technology with Tradition



Get Started with an Innovative Company!

In 1889, Max BESSEY founded the company BESSEY & Sohn in Stuttgart, Germany as a bright steel drawing plant. From its inception, the company has continuously expanded the range of products it offers. It was this spirit of growth that led BESSEY to begin production of hand clamping tools in the mid-1930s. Since then, the strength of its innovation has been underlined by the granting of numerous patents. "To stop improving is to stop being good", is the motto of company as said by founder Max Bessey, which remains true today, as it will in the future, and is the guiding principle to everything that the company does.

Our growing business of selling consumer and industrial tools is looking for a

Territory Sales Executive Central USA

to join and strengthen our team in North America.

ROLE OVERVIEW

The role of a Territory Sales Executive is vital in driving revenue growth and expanding market reach. As Territory Sales Executive you play a crucial part in building and maintaining customer relationships within the BESSEY team in North America, ultimately contributing to the success of the organization.

YOUR ESSENTIAL DUTIES AND RESPONSIBILITIES:

- Develop a sales strategy for the assigned territory that ensures the attainment of company goals for sales and profitability.
- Support new product launches through marketing and sales initiatives. Provide forecast and budget feedback to marketing team.
- Coordinate appropriate company resources to ensure efficient, stable and measurable sales growth.
- Establish and maintain professional relationships with top 10 customers within assigned territory.
- Preparation of the annual budget, forecasts by customer, and required analysis for specific channels and customers.
- Provide guidance and solutions to customers for marketing and promotional needs.
- Monitor sales performance of rep groups and review and communicate at least quarterly with them on performance YTD of sales targets.
- Drive incremental growth.
- Negotiation of customer pricing and contracts on a yearly basis. Monitor contract balances and communicate any changes to customers, and corporate multi-functional teams.
- Must travel at least 40% within dedicated territory, and attend regional shows and national shows.

For us, personality and passion come before education. You will always be supported and looked after by your Sales and BESSEY team. You will have the responsibility for your own work, meaning that working remotely isn't something you mind.

Additionally, we are looking for someone who:

YOUR PROFILE:

- Entrepreneurial personality with initiative and assertiveness
- Sales professional with several years of experience in sales and new customer acquisition
- Active participation and networking in the market
- Openness to new customers and the ability to inspire them
- Proven track record of meeting or exceeding sales targets.
- Strong leadership and team management skills.
- Excellent communication, negotiation, and presentation skills.
- Ability to work independently and in the same time as part of a team.
- High willingness to travel

WE OFFER:

- Employment in a sustainably growing company with an international focus
- Unique international teamwork
- Independent and autonomous work style with a high degree of freedom
- Flexible working hours and the opportunity to work from home
- Performance-based compensation

Please send your application to mgarcia@besseytools.com with your salary expectations.

We are looking forward to receiving your application!

www.besseytools.com

