



Senior Sales Manager - Manager of Territory Representatives

Taconic, a global leader in the manufacturing of PTFE coated fiberglass fabric, belts and tapes, is seeking a **Senior Sales Manager (Manager of Territory Reps)** to identify and target prospective markets. Direct activities of outside territory sales representatives to ensure sales growth targets are met. Direct activities related to new customers and projects.

Requirements:

- Bachelor's degree in marketing, engineering, or equivalent sales experience.
- Three to five years of sales management experience desired, preferably selling industrial products in a B2B setting.
- Good problem-solving skills with the ability to communicate effectively while maintaining professional relationships with customers and internal staff.
- Must be a self-starter with strong leadership and motivational skills as well as the ability to adapt to changing priorities especially the ability to engage in active coaching programs to develop the reporting staff.
- Substantial knowledge of MS Office programs with ability to develop and conduct sales presentations required.
- Spanish language ability is desirable.

Salary range – \$100,000 - \$130,000

We offer a competitive benefits package including medical, dental, vision and life insurance, a competitive compensation and retirement package, tuition assistance, vacation, a business casual work environment and more!

Resumes should be directed to the Human Resources Director at hr@4taconic.com.

Taconic

Attn: Human Resources
136 Coon Brook Road
Petersburgh, NY 12138
www.4taconic.com

EOE/AAP