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## Territory Manager

### Purpose:

The purpose of a Territory Manager is to provide management of the selling process in the assigned territory. This position is also responsible for managing customer and vendor relationships.

### Essential Duties

1. **Selling our products**– Manages the selling process to achieve sales and gross profit dollars.
2. **Increase revenue** – Grows sales by developing new customers and selling additional products to existing customers.
3. **Maintains customer and vendor relationships** – Manages customer relationships to help them grow their business and achieve superior levels of customer service. Grows our vendors' market-share and manages relationships with them to support our dealer network.
4. **Full Cycle Prospecting** – Prospects new customers, manages the on-boarding process and ensures new dealers know and understand all manufacturers, as well as Gardner requirements, for product lines they wish to sell.

### Other Duties

- Demonstrates CORE VALUES through behaviors and actions among internal and external partners
- Possesses excellent sales and territory management skills in order to provide superior service to all Gardner customers.
- Has excellent knowledge of outdoor power equipment.
- Manages customer and vendor relations and their relationship to Gardner's success.
- Forecasts territory sales and gross profits utilizing available sales analysis tools.
- Schedules sales and customer appointments throughout a large geographic area.
- Achieves set territory and company goals.
- Manages schedule, including travel, throughout the assigned territory.
- Assists in the accuracy and timeliness of expense reports and other defined reporting.
- Detail-oriented, accurate and consistent in following processes.
- Able to understand and carry out written or oral instructions.
- Able to maintain regular and predictable attendance.

### Education and/or Experience

Bachelors Degree in Business Management and/or 5+ years experience in the Outdoor Power Equipment Industry. Sales training and Territory Management experience preferred.

### Work Environment

While performing the duties of this job, the employee is frequently exposed to work near moving mechanical parts. The employee is occasionally exposed to wet or humid conditions (non-weather); fumes or airborne particles; toxic or caustic chemicals; outdoor weather conditions; extreme cold (non-weather); extreme heat (non-weather); risk of electrical shock and vibration.

The noise level in the work environment is usually moderate. Must be able to focus with multiple distractions and interruptions.

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