



Job Title: Territory Sales Manager

Company: L&L Process Solutions, Inc. is a distributor and agent for many of industries' most trusted and recognized brands of Analytical & Process Instrumentation, Specialty Products, and Pipe/Valve/Fittings as well as Electrical/Control Panels and value-added Process and Chemical feed systems for a wide range of industries and applications.

Location: Headquarters located in Mobile, Alabama; Geographic location Southern eastern United States

Job Type: Full-time, remote

Job Summary: We're looking for a seasoned Territory Sales Manager with extensive experience in instrumentation solution sales. The role involves developing new opportunities, maintaining relationships with existing clients, and providing technical expertise to support customer needs.

Knowledge & Skills:

- Excellent communication, negotiation, and interpersonal skills
- A self-starter with the ability to work independently and as part of a team
- Excellent time management skills with proven ability to meet deadlines
- Strong analytical and problem-solving skills

The ideal candidate will have a deep understanding of L&L's competitor's product lines, and be able to leverage that knowledge to drive sales and growth

Responsibilities:

- Manage and grow an existing customer base and identify new sales opportunities
- Develop and maintain strong relationships with customers, providing exceptional service and support
- Stay up-to-date on industry trends, competitor activity, and new product developments
- Maintain accurate records of sales activities, customer interactions, and product knowledge
- Analyze sales data to identify trends, opportunities, and challenges

Requirements:

- 5+ years of experience
- In-depth knowledge of analytical and process instrumentation
- Proven sales track record, with a focus on customer satisfaction and relationship building
- Knowledge of industry-specific applications, such as in oil and gas, Pulp & Paper, chemical processing, and power generation

What We Offer:

- Competitive salary and commission structure
- Comprehensive benefits package, including medical, dental, and vision insurance
- 401(k) retirement plan with company match
- Ongoing training and professional development opportunities
- Collaborative, dynamic work environment

If you're a results-driven sales professional with a passion for analytical and process instrumentation with a solutions-oriented approach, we encourage you to apply for this exciting opportunity.