



Job Title: Outside Sales Territory Manager

Company: Smiths South-Central Sales, LLC

Location: Springhill, Louisiana

About Us:

Smiths South-Central Sales, LLC, established in 1972, is a highly respected outdoor power equipment distributorship, centrally located in the Southern US, seeking an experienced and motivated Outside Sales Territory Manager. Our company services a large independent retail dealer base, and we are looking for a dedicated individual to grow and maintain relationships within the South Texas region.

Job Summary:

The Outside Sales Territory Manager will be responsible for managing a well-established independent outdoor power equipment dealer base with excellent opportunities for growth. The candidate will represent Smiths South-Central Sales, LLC to existing customers and prospective new clients, with a focus on effective relationship management, strategic planning, and a strong understanding of our product lines. This is an excellent opportunity to join our dynamic team of Territory Managers and customer support staff and contribute to the continued success of a trusted name in the outdoor power equipment industry.

Key Responsibilities:

- Manage and grow existing dealer relationships
- Establish and develop new accounts
- Meet or exceed sales targets
- Provide exceptional customer service and support
- Work closely with dealers to maximize sales opportunities
- Overnight travel required (company vehicle and all travel-related expenses covered)

Qualifications:

- Reside in South Texas
- Proven experience in sales with a focus on meeting sales targets
- Detail-oriented and highly motivated
- Strong relationship-building skills and customer-focused approach
- Ability to travel overnight
- High motivation to succeed and grow business

Benefits:

- Competitive salary and commission structure
- Excellent benefits package
- Company vehicle provided for all work-related travel

How to Apply:

Interested applicants should send their resume or inquiries to employment@smithssc.com.