



Territory Manager – Greater Syracuse, NY area

Niagara Controls (www.niagaracontrols.com) is a technical sales representative and stocking distributor for world-class manufacturers of industrial valves, pressure relief devices and engineered products. We pride ourselves on focused customer service with the ability to provide value engineering to our partners. Our territory is upstate New York as well as global support to our contract OEMs.

About our parent company: The Collins Companies, founded more than 100 years ago, is a family-owned company and one of the oldest PVF firms in the industry. Headquartered in East Windsor, CT, we maintain eight other branch locations in Maine, Massachusetts, and New York. We have seven degreed engineers on staff and operate four-valve automation centers where we build and test in excess of 3000 control valve assemblies every year.

Collins executives have built the company by encouraging every employee to “think like an entrepreneur” and they back that statement up by sharing a significant percentage of their annual profits with every single member of their team. Because of this philosophy, the average tenure of a Collins associate is more than 19 years. In addition, Collins officials credit much of the company’s success to a flat management structure that allows each associate the freedom to think for themselves on how to best serve their customer, their company and ultimately themselves.

About the job:

This is an outside technical sales position, reporting to our Buffalo, NY branch. You will be responsible for the sales and promotion of our complete line of valves and engineered specialty products. There will be focus on managing both existing customer relationships as well as building new business in the territory. Working within a team environment, you will assist both the Executive Team and Customer Service Reps to maximize sales and contribute to the growth of our NY operation.

Responsibilities:

- Perform a minimum of 15 customer sales calls per week by meeting with procurement, engineering, operations and maintenance personnel.
- Liaise with the main internal and external stakeholders within our business.
- Evaluate applications and determine the correct product selection through sizing, sound engineering practices, and specific manufacturer guidelines
- Implement the company sales strategy to maximize gross profit and meet or exceed the assigned forecast
- Conduct Lunch and Learns with customers to promote our key vendors
- Support the Customer Service Team on large technical proposals as required
- Strict adherence to procedures, work processes, and general company policies
- Manage assigned vendor relationships

Qualifications:

- 3+ years in an Outside Sales/Business Development role selling technical industrial products is necessary.
- Knowledge of industrial valves and related engineered products is a MUST as well as basic understanding of standard PVF
- Proven ability to develop (and maintain) strong customer relationships
- Highly effective organizational skills that require planning, prioritizing and multi-tasking with the ability to work independently and within a team environment.
- Positive attitude, good judgment and high energy are required for this position
- Strong communication skills via phone, email, video conference, etc.