

Multi-Family Territory Manager- New Business Development:

Position Summary

Contribute to the sales department by developing new opportunities, increase value using direct selling efforts within our Multifamily Sales Division.

Develop Sales Pipeline

- Utilize CRM system to generate systematic sales flow through-out the sales cycle
- Contact prospects to collect vital data needed to assess sales opportunities
- Provide company, product, and service information to prospective customers
- Compile data and report results on calls to management
- Communicate developed leads to the appropriate sales team member
- Schedule and conduct appropriate follow up task with prospects from qualification to close.

Other Duties as Assigned:

- Projects directly assigned by division manager
- Budgeting Territory
- Willingness to travel
- Knowledge of entire company's department processes as they apply to our division and understanding of best practices to achieve both department and individual goals
- Support the mission and goals of the division and company

Job Specific Competencies:

Technical Skills - Possesses the technical skills and knowledge required to perform essential tasks in an efficient and effective manner. Proficient in Microsoft Applications. Ability to work within a CRM for maximum effectiveness.

Sales Organization - Maintains account records that are organized in a fashion that provides thorough documentation that increases efficiency and clarity to others. Assures account records are accurate and up-to-date. Submits reports in a timely fashion and uses sales functions effectively. Achieves maximum benefits from sales literature, special promotions, and incentive programs.

Product Knowledge - Has an in-depth understanding of an evolving product line's features and benefits and uses that knowledge to optimize sales with each customer, partner, and channel. Understands the product market and uses this knowledge to increase personal credibility and product sales. Keeps abreast of competitors' activities and typically responds quickly to what the competition is doing. Timely and efficient market awareness as well as the ability to CLOSE business.

Communication - Communicates effectively and appropriately. Speaks in a clear and credible manner depending on situation and audience. Listens to others and allows them to make their point as well as the ability to give presentations as the situation requires.

Education Requirements

Bachelor's Degree

Experience Requirements

Sales, Marketing, and general understanding of the Multifamily Business.

Please send resume to meisenberg@mfssupply.com

About Us:

MFS Supply is the United States' largest source for affordable security and property management products. Founded in 2006 by professionals with more than 20 years of experience in the mortgage field servicing industry, we understand the specific needs of real estate agents, REO and preservation contractors, and commercial and private property managers.

As a national company with a customer-focused mentality, MFS Supply's broad inventory of home and commercial security products is matched by our deep commitment to customer service. Dedicated representatives serve individual accounts, ensuring detailed knowledge and consistent reliability for specific business needs. MFS Supply's corporate headquarters and 65,000 sq.-ft. warehouse are located in Solon, Ohio. With an additional distribution centers in Los Angeles, CA, and Toronto, ON, and Orlando, FL, we guarantee competitive product prices and the fastest delivery anywhere in the US.