

# United Kingdom Jobs Expertini®

## Senior Territory Manager

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Company: Epicor

Location: United Kingdom

Category: other-general

The Territory Sales Representative, Sr is responsible for generating new sales of Epicor products through consultative phone sales or other communication tools within an assigned vertical and/or geographical territory. Participates in the development, presentation and sales propositions. Coaches and mentors other team members. Duties and responsibilities Coaches new Territory Sales Representatives ensuring consistent and high standards of service delivery Responsible for attainment of monthly, quarterly, and annual sales quota, as well as weekly pipeline creation goals Drives territory activity by placing outbound calls to follow-up on products and service inquiries, and to recommend appropriate solutions Generates leads within the specific territory and leverages pre-sourced BDR leads Facilitates efficient and in-depth product demonstrations to customers with the Sales Solutions team Establishes relationships with prospects to identify strategies and opportunity plans Partners cross-functionally withing Epicor to provide an efficient sales experience Identifies opportunities for process improvement and proposes solutions Some travel is expected in support of sales efforts. Knowledge Skill & Abilities Ability to engage and communicate through remote communication tools; minimum or no travel required Ability to learn new product offerings in a fast-paced environment Proven presentation and demonstration skills Self-starter with the ability to operate independently. Education 4+ years ERP experience 4+ years of consistent quota attainment 4+ years applicable experience High school diploma preferred Bachelor's degree preferred

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