

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 with 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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