

## TERRITORY SALES MANAGER - TEXAS

### ABOUT US

An industry innovator, Realstone Systems LLC is a building materials manufacturing company that is transforming the way natural stone is used in residential and commercial projects. Our products are capturing the imaginations of thousands of homeowners, property owners, designers, architects, contractors, and others resulting in unforgettable and stunning spaces. Realstone Systems LLC is a privately held company with locations in North America and Asia. Realstone Systems products are offered by resellers located throughout North America. Visit us at [www.realstone.com](http://www.realstone.com)

### JOB SUMMARY

**Company** – Realstone Systems, LLC

**Territory** – TX

**Industry** – Building Materials

**Job Type** – Full Time

**Years of experience** – 1-2 sales or customer contact

**Education Level** – Undergraduate degree

**Compensation** – Competitive: Salary, incentive pay, bonuses, expenses, retirement plan.

**Title** – Territory Manager

**Position Summary:** Responsible for increasing product awareness and sales of Realstone products within the territory through Realstone Dealers. Daily contact and presentations to architectural and design firms, dealers, contractors, and developers.

### ESSENTIAL JOB FUNCTIONS:

- Business development within territory
- Recruit and train new RSS dealers. Develop and support existing RSS dealers.
- Schedule and deliver product presentations with architectural and design firms
- Make sure that RSS dealers, contractors, and A&D firms have Realstone samples and necessary materials to specify and recommend Realstone Systems
- Develop relationships with GC's to insure that they are familiar with Realstone Systems solutions and that they have samples and marketing materials
- Present and deliver proposals and quotes
- Build database of architects, designers, and engineers for calls and presentations using Salesforce.com
- Become associated with AIA, ASID, and other influential trade organizations
- Attain sales objectives
- Work with marketing department to development A&D sales tools
- Organize and host customer events

## MINIMUM QUALIFICATIONS

- 1 or more years experience similar sales or equivalent role
- Working knowledge of masonry, building materials, stone, and/or tile materials
- Enjoy interaction with interior and exterior designers.
- Ability to proactively identify opportunities and quickly implement solutions
- Excellent oral and written communication, presentation, organization and planning skills
- Attention to detail, responsible, and reliable
- Must be very flexible and able to work in a self-directed, rapidly changing environment
- Computer literate
- Bachelors or relevant degree in sales or client services
- Ability to analyze blueprints and job specifications.

## TO APPLY

### CONTACT:

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Resumes can also be submitted to [employment@realstone.com](mailto:employment@realstone.com)

