

## TERRITORY SALES MANAGER

### ABOUT US

An industry innovator, Realstone Systems, LLC (RSS) designs and distributes uniquely beautiful and functional coverings products. These products are sourced from our global network of quarries and factories, designers and artisans. We are transforming the way coverings materials are used in residential and commercial projects. Our products are capturing the imaginations of thousands of homeowners, property owners, designers, architects, and contractors resulting in unforgettable and stunning spaces. RSS 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 – IL & WI

Industry – Tile & Coverings

Job Type – Full Time

Years of experience – 1 – 2 sales, design, or customer contact responsibility

Education – Prefer undergraduate degree, design equivalent, or prior industry experience

Compensation – Salary, incentive pay, bonuses, expenses, retirement plan, healthcare

Title – Territory Sales Manager

**POSITION SUMMARY:** Responsible for product awareness and specifications of Realstone products within the territory. Daily contact and presentation to architecture and designer firms, distributors and dealers.

### ESSENTIAL JOB FUNCTIONS:

- Business development within territory. Critically assess territory and create winning strategies.
- 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 Strategic Accounts, contractors, and architectural and design firms have Realstone samples and necessary materials to specify and recommend Realstone solutions.
- Develop relationships with commercial and residential specifiers and builders.
- Present and deliver proposals and quotes.
- Participate in AIA, ASID and other influential trade organizations.
- Organize and host customer events.

### MINIMUM QUALIFICATIONS

- One or more years' experience in similar sales, design, or equivalent role.
- Working knowledge of masonry, coverings, stone, and/or tile materials.
- Enjoy interaction with interior and exterior designers.
- Ability to proactively identify opportunities and quickly implement solutions.
- Demonstrated excellent oral and written communication, presentation, organization and planning skills.
- Must be very flexible and able to work in a self-directed, rapidly changing environment.
- Must be computer literate with experience using technology and customer relationship management software (salesforce.com), and Microsoft 365.

Please send resumes to [jmatz@realstone.com](mailto:jmatz@realstone.com)

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