



Job Posting | Territory Manager – Southern New Jersey

Lawn Equipment Parts Company (“LEPCO”) is seeking an innovative, energetic full-time Outside Salesperson with 3+ years’ experience for our Southern New Jersey area. LEPCO (Lawn Equipment Parts Company) is a reputable family-owned company of more than eighty-five employees with our corporate office in Marietta, PA. The successful candidate will demonstrate proficiency in all aspects of sales, previous equipment sales experience is preferred.

Company Background/Culture

LEPCO was founded in 1970, specializing in the distribution of outdoor lawn and power equipment. Located in Marietta, PA, LEPCO has grown to be a top 25 privately held company in South Central Pennsylvania with distribution to dealers in 13 states within the Mid Atlantic and New England regions.

The company prides itself on excellence in customer service to its dealers. Their expert technical service department has been recognized with 13 different industry awards over the past 15 years. Led by an experienced management team, the company is well positioned as a leader in their industry.

Job Responsibilities (will include but are not limited to):

- Conduct in-person sales calls to existing dealers and new dealer prospects in territory
- Successfully identify, cultivate, and engage new dealer/landscaper prospects
- Arrange product demonstrations with existing, new dealer and landscaper prospects
- Respond to dealer questions and complaints, resolve issues
- Recommend products and sales levels based on market needs
- Monitor market conditions, product innovations, and competition
- Educate dealers and prospects on product promotions and brand advantages
- Ensure continual process improvement and top performance
- Assist with special projects as assigned

Qualifications:

- 3+ years of experience in the distribution industry (outdoor power equipment industry experience preferred)
- A bachelor’s degree is preferred
- A valid driver’s license with a good driving record and own vehicle
- Ability to tow a trailer
- Strong communication, organizational and time management skills
- A focus on attention to detail
- A positive attitude
- Ability to manage deadlines
- Complete tasks in a timely manner
- Creative thinker and problem solver
- Experience working with the Microsoft Office including Excel, Word, PowerPoint, and Outlook
- Proficiency working with technology including PC’s and mobile devices
- Experience working with CRM software
- Ability to work independently while regularly collaborating with co-workers
- Ability to lift up to 50 lbs.

This position reports directly to the Mid-Atlantic Sales Manager. Compensation is commission based with a biweekly draw and monthly auto allowance. Commission/draw mix is commensurate upon demonstrated previous performance and experience. A competitive benefits package that includes medical, vision, dental, and other supplemental insurance as well as a 401(k)-retirement savings plan with attractive company match.

Interested candidates should email their cover letter and resume to careers@lepco.com by May 3, 2019. EOE. All questions can also be directed to careers@lepco.com or please call 717-426-5232.