

# **TERRITORY SALES MANAGER – PUGET SOUND REGION, WA**

## **Join Buell Recreation!**

Buell Recreation is growing rapidly and we're looking for a successful sales professional to join our team and ROCK the Puget Sound Region in Washington!

## **What Drives You?**

We're not going to lie, this is a great opportunity. It requires hard work, a lot of energy and enthusiasm and an abundance of passion for play!

- **Aggressive Sales Growth**

We have high expectations for ourselves. Our business is growing rapidly because Buell Recreation is known for designing exceptional play environments, representing the best in playground and recreation products and the industry's best customer service. We need a sales professional that will help us share our story with more customers in the Puget Sound area!

- **Business Development**

This role will work directly with customers in the Parks & Recreation, Schools, Church, Developer/HOA, Childcare and municipal markets. You'll be actively selling and growing a dedicated sales territory by targeting strategic customers to convince them that Buell Recreation is the best!

- **Teamwork**

We have an awesome team at Buell and the right individual for this role will fit well within our culture of teamwork, straightforward and open communication. Oh, and you need to have a passion for play!

## **The Role**

Nurturing existing relationships, building a new customer base, enhancing brand awareness and, of course, driving sales growth in your territory are just a few of the important aspects to this role. A couple of other day to day functions include:

- Contact prospects and customers to generate new sales opportunities and proactively keep the sales process moving forward.
- Be the knowledge resource in your territory by understanding the market, product offerings, the playground and recreation design process and providing information to customers and prospects about all things play.
- Attend trade shows, lunch & learns, and conferences to increase Buell's brand awareness.
- Work closely with internal Burke teams – Design, Sales Support, Operations – and your Regional Manager to meet and exceed customer expectations.

## **On the Move**

Love to visit customers? Perfect! This role requires you to be on the road working with our collective customers. It's a great opportunity to visit with many communities and help them develop the play environment that is right for them!