

Essentials of Sales Development Program – Associate Territory Manager Southern California

Today is an exciting time to be in Sales. The Essentials of Sales (EOS) Associate Territory Manager (ATM) will be responsible for establishing contact and coordinating activities with distributors, installation contractors, builders, architects, and specifiers. The Associate Territory Manager will also assist the Regional/District Sales Manager and Territory Managers in meeting sales goals while familiarizing the remodeling and new construction community with CertainTeed products and services. Additionally, this individual will become a resource of information for sales, marketing, and manufacturing in product needs, development, and application. This ATM position will be based in the: Southern California market.

Why Join us?

- Prepares you for a dynamic and exciting career within CertainTeed's Exterior Product Sales (EPS) team.
- Teaches you to apply your skill set and training into real world professional experiences.
- Inspires you to build customer relationships that support our purpose of *Making the World a Better Home* along with our vision to be *The Worldwide Leader in Light & Sustainable Construction*.
- You will be empowered to foster and develop business relationships that drive sales volume and profitability while positively supporting the strategy to achieve our Must Win Battles.
- Travel throughout the Sales Region with multiple Territory Managers, attend distributor and contractor events, and assist with Trade Shows.
- Participate in trainings to grow your sales expertise, product knowledge, and negotiating skills.
- Receive hands on product installation training at one of our development centers.
- Navigate through large and diverse business units alongside a dedicated mentor, who shares knowledge and advice essential to success and career development.

Program Summary:

Our 18-month program provides participants a full-time sales development role, where participants will increase their sales skills and their exposure to CertainTeed. Participants are provided with time in the field, hands on learning, and full access to Exterior Product Sales (EPS) leaders for networking opportunities designed to accelerate career development. These trainings and travel opportunities are a requirement for program completion and full participation should be given, except for extenuating circumstances. EOS Associate Territory Manager will support CertainTeed businesses in building strong relationships and portfolios of loyal customers through the development of new and existing customers. They will proactively promote CertainTeed products, systems, and programs. They will gain a knowledge base of all CertainTeed products, systems, programs, and promotions used to sell and promote the brand to potential customers throughout the U.S. Representatives will also be expected to collaborate with the managers and sales teams to ensure customer requirements are constantly being met.

Development Program Completion

Upon the successful completion of the program, the EOS Associate Territory Manager will work with HR, the Sales Training Manager, and Sales Leadership to explore available opportunities within one of our 12 sales regions in the U.S. for a Territory Manager role, or other roles within Saint-Gobain. Those not able to find another role at the end of a successful completion of the program may qualify for a completion bonus if eligibility requirements are met.

Qualifications

- BA/BS Degree.
- 1-3 years' experience in a sales or consultative selling position.
- Must have proven planning, organization, and time management skills.
- A flexibility for travel or relocation.
- Bi-lingual (English/Spanish) required

Legal Statement: Saint-Gobain provides equal employment opportunities (EEO) to all employees and applicants for employment without regard to race, color, religion, sex, gender, sexual orientation, gender identity or expression, national origin, age, disability, genetic information, marital status, amnesty, or status as a covered veteran in accordance with applicable federal, state and local laws. Saint-Gobain is an equal opportunity employer of individuals with disabilities and supports the hiring of veterans.