



Our Precision, Your Advantage

This document is used to provide a basic description of essential duties and other work elements.

JOB POSTING

Job Title: Territory Sales Manager (TSM)

Location: Based in Southern California

KYB Americas Corporation, a subsidiary of one of the world's largest manufacturers of shocks, struts, and hydraulic components, and a global leader in ride control technology for both OEM and Auto Care (Aftermarket) industries, is growing and we're seeking a Territory Sales Manager to join our team!

If you are interested in a growing, fast-paced, collaborative company with lots of opportunity and a company who understands the importance of work / life balance, KYB Americas Corporation is the place for you!

Purpose of Position/Summary:

The Territory Sales Manager position's key focus is to grow KYB sales by supporting and influencing current and prospective KYB customers and KYB product users. This is accomplished by performing a wide range of activities that include visiting automotive service providers, warehouse distributors and resellers to develop relationships and provide valuable support that grows their KYB business. It requires a process of understanding the customer's needs, identifying the KYB resources that would fulfill that need and then providing support in a manner that builds a positive brand and purchase loyalty. This support includes functions such as training, product presentations, purchase follow up support, inventory assessment, physical inventory placements as well as supporting our customer's business building events.

Essential Duties/Responsibilities:

- Achieve territory sales goals;
- Create and implement specific business plans for each assigned account. This includes; setting sales goals, implementing promotions and making Service Provider sales calls with each distributor customer;
- Identify and promote growth opportunities for each customer;
- Promote the KYB brand and products to build brand preference;
- Identify, promote and train qualified Service Providers to increase their KYB purchases;
- Assist the distributor in managing their inventory;
- Monitor and correct abusive product warranty returns;
- Develop personal skills, including; Sales, computer, presentation & training skills;
- Log all sales activities and report them to their Regional Manager;
- Normal work schedule will vary based on geography, travel, planned events or evening/weekend events;
- Adhere to KYB prescribed company policies, JSOX, business practices & personal conduct to protect KYB's high standards;
- Other duties as assigned by immediate Manager on an as needed basis.

Job Requirements:

This position involves contact with many people outside of KYB. As such, the TSM is required to sign the KYB confidentiality and non-compete agreement.

Overnight travel varies by territory size and the number of customers in the territory. Three plus years of experience working in the automotive aftermarket preferred. A college degree is preferred. This position requires a minimum of a high school diploma or GED from an accredited organization. General computer and Microsoft Office skills are required.

A KYB Territory Sales Manager must possess outstanding sales ability, organizational, interpersonal and communication skills. KYB strives to become our customer's best supplier so it is critical in this role to be customer friendly, available and responsive to their needs. Additional skills needed to perform these duties includes: Excellent PC skills (Power Point, Excel), be mechanically inclined, analytical, resourceful, demonstrate active listening capability, accept responsibility, have excellent time management skills, be enthusiastic and assertive as well as persistent in a positive way.

Conducting training (with some evening events) is an important function of this position. A candidate must be able to be comfortable and convey KYB material in front of service provider and parts professional personnel in a convincing manner. Training proficiencies include product knowledge, ride control technology, vehicle service, marketing and sales.

The TSM is responsible to develop and manage a specific business plan tailored to every major account in their area. All plans/goals will be set at the beginning of the fiscal year. Progress will be recorded weekly by the TSM and monitored by his/her Regional Manager. Performance reviews will be conducted to measure and guide the associate.

The TSM is responsible for managing a sales strategy for his/her territory, generally spending approximately 40% of his/her time working with distributors and 60% of his/her time developing a network of service providers.

The TSM is responsible for helping assess and manage the distributor's inventory. The purpose is to have the right part numbers available through the distributor and minimize annual stock returns. This includes scheduling regular updates, reviewing new number releases and part numbers on stock returns. Periodically the TSM assists in placing or re-arranging KYB product at the customer's location.

ABOUT US:

KYB Corporation produces a variety of ride control, hydraulic, and electronic products for use as original equipment and replacement parts in automobiles, motorcycles, trucks, specialty vehicles, buses, aircraft, railroad cars, industrial applications, agricultural applications, and civil engineering projects. Our global headquarters are located in Tokyo, Japan, and we have facilities in Asia, the United States, Central and South Americas, and Europe.

KYB Americas Corporation Automotive Aftermarket is headquartered in Greenwood, IN. We are responsible for sales and distribution of KYB Automotive Aftermarket Components in Canada and the USA.

**Website: <http://www.kyb.com>
Company Size: 501-1000 employees**

*****NO AGENCIES PLEASE*****

KYB Americas Corporation is an Equal Opportunity Employer