

The **CISCO** Companies

602 N. Shortridge Road · Indianapolis, IN 46219
www.ciscoseeds.com

Company Description: The CISCO Companies, based in Indianapolis, Indiana distributes over 20,000 products to family-owned dealers across the Midwest on a weekly basis. Our wide range of products includes seed, lawn and garden supplies, farm supplies, feed ingredients, bird seed, and pet supplies. Founded in 1965, we have seen steady growth over the years. Come join our family of approximately 70 employees and grow along with us.

Job Title: Territory Manager – Central/Northern Michigan

Position Overview

We are looking for a results-driven sales representative with excellent interpersonal skills to maintain positive business relationships with our current customer base and actively seek out prospects to ensure future sales.

Responsibilities

- Manage a defined sales territory of current and potential accounts
- Coordinate sales efforts with fellow territory managers and other departments
- Maximize sales and gross profit for each account within your sales territory
- Grow your sales territory by establishing relationships with businesses not currently purchasing from CISCO
- Work with CISCO's agronomists to provide consultation and training to dealers
- Provide product training, education, motivation, and support to your dealers and their employees
- Monitor your sales numbers to evaluate how your customers and territory are performing compared to goal numbers
- Maintain strong, positive relationships with dealers, vendors, and co-workers
- Supply management with feedback on customer needs, problems, opportunities, and potential for new products.
- Conduct meetings with dealers and their customers, primarily focusing on our key brands (Execu-Turf®, Enduro-Plus®, Pasture Perfect®, N-Vest® Cover Crops, Pond₂O®, Naturalist®, Endure®, Wildlife Zone® & VPG®).

Requirements

- Proven experience in sales, preferred
- Excellent selling, organizational, and communication skills
- Self-motivated with the ability to prioritize and multi-task
- Ability to create and deliver presentations tailored to customers' needs
- Relationship management skills and openness to feedback
- Upbeat attitude
- A limited amount of overnight travel will be required for industry events and dealer visits.

Benefits

- Competitive pay plus commission
- Bonus opportunity
- Paid time off
- Paid maternity and paternity leave
- 401K participation with employer match up to 5%
- Group Health, Dental, Vision, and Supplemental Policies
- Life Insurance – \$50,000 provided by CISCO (term life plus accidental death & dismemberment)
- CISCO provided cell phone and laptop
- CISCO provided vehicle
- Time off for volunteering
- Holidays – Observed holidays plus bonus days
- Positive, collaborative environment with great work-life balance

Please submit resumes to:

Natalie Markle

President & CEO

nataliemarkle@ciscoseeds.com

317-357-7013 ext. 306