

BeaverFit, an innovative leader in the human performance and tactical equipment industry that designs, manufactures and distributes training equipment solutions, is hiring for the position of **Commercial Territory Sales Manager, East Coast**. With our headquarters in the foothills of the Sierra Nevada mountains, alongside the Truckee River and down the hill from Lake Tahoe, BeaverFit combines the energy and intensity of a fast-growing, entrepreneurial business with a passion for sport, adventure and life.

We are currently seeking a motivated, well networked, hard-working, reliable and detail-oriented team member to join our Commercial Sales Team. Our Territory Sales team members are responsible for ultimate territory strategy, including; building and maintaining key relationships, driving revenue/pipeline, managing day-to-day business functions, delivering a high level of customer support, and working cross functionally with operations, marketing and sales leadership.

Description/Responsibilities:

- Ownership of individual and territory achievement commercial sales revenue goals / quotas.
- Develop and execute a detailed sales plan targeting markets across the East Coast Territory.
- Ownership of defining and executing strategic business development travel.
- Exhibiting clear understanding of general sales processes and product knowledge
- Ensuring a high level of customer experience through pre/post sale communication
- Establishing rapport, positive relations and ongoing sales support for new and existing dealers/distributors, customers and partners.
- Demonstrating effective time and task management, as well as strong conflict resolutions skills
- Entrepreneurial mindset with a high degree of motivation and self-starter
- Demonstrating detail-oriented focus, specific to sales and territory development and management. Duties to include but not limited to: CRM management, quoting, pipeline management, custom pricing requests, internal cost worksheets, expense reports, forecasting, sales plans, solicitation submissions, sales training and presenting.
- Preparing annual, quarterly and monthly sales reports as required

Minimum Requirements:

- Located on the East Coast (East of the Mississippi River)
- Bachelor's Degree or minimum 4 years professional or military experience
- 5+ years of Outside Sales experience, preferably in fitness or related industry
- Existing relationships in the commercial fitness market strongly preferred, but not required
- Track record of success, demonstrated resourcefulness and reliability
- Proficient in MS Word, PowerPoint, Excel and Google/G-Suite programs
- Familiarity with CRM tools (Netsuite a plus)
- Ability to travel approximately 25-50% of the time to meet with customers/prospects, attend tradeshow, and other events as required
- Eager to work within a team-oriented, dynamic, and fast-paced startup environment
- Ability to thrive in a remote but collaborative work environment across multiple time zones

BeaverFit offers a competitive compensation plan, 401k, medical insurance benefits and excellent learning and growth opportunities. To apply, please submit a cover letter outlining your interest, experience and salary requirements plus your resume and e-mail to info@beaverfitUSA.com. No phone calls will be accepted.

We are an Equal Opportunity Employer. All applicants will be considered for employment without regard to actual or perceived race, color, religion, gender, sexual orientation, gender identity or expression, national origin, age, disability, medical condition, pregnancy, genetic information, marital status, amnesty, or status as a covered veteran or any other characteristic protected by applicable federal, state or local laws.