

***Driven \* Competitive \* Outgoing \* Self-Disciplined \* Confident***

If these characteristics describe you, this is the career for you! American Metals Supply currently has an exciting opportunity for a results driven Territory Manager. We are searching for a high energy, strong individual to join a fully functioning team serving the HVAC and construction industry in Grand Prairie, TX and surrounding areas.

American Metals Supply Co., Inc. is a leading wholesale distributor of sheet and coil steel, prefabricated duct & fittings and a complete line of HVACR products. Since 1962, American Metals Supply has focused on providing top quality products and service to our customers. Today with 8 locations, American Metals Supply is a family owned company, distributing products in 10 Midwest states.

Company offers Health, Dental, Vision, and Life insurance. 6% match of 401K contributions, profit sharing and paid vacation in addition to seven paid holidays.

Facility is a single shift operation with general hours from Monday-Friday, 7am-4:30pm

**Hiring Process for Territory Manager Position:**

- 1. Complete Culture Index profile survey - <https://www.cindexinc.com/c/3FCBF8>**
- 2. Submit Resume to [hr@americanmetalsupply.com](mailto:hr@americanmetalsupply.com)**
- 3. Interview at Grand Prairie branch**

**GENERAL DESCRIPTION OF DUTIES, NOT LIMITED TO:**

- Requires technical aptitude to successfully sell HVAC products and deliver stellar customer service
- Manage small and large volume accounts, remaining current on customer's needs and preferences
- Ensure quality and accuracy of sales presentations
- Extensive travel throughout assigned territory; find sales opportunities; solicit potential customers
- Knowledgeable about existing product line and newly launched products
- Attend/participate in internal meetings, vendor training and trade shows

**WORK EXPERIENCE REQUIREMENTS:**

- Previous experience in sales
- Creative problem solving skills
- Interact effectively at multiple levels (warehouse employees, customers, suppliers, management)
- Highly motivated and ability to work individually and in a team environment
- Computer literate
- HVAC experience preferred, but not required
- Possess keen communication and people skills
- Maintain high integrity and professionalism
- Experience in building construction preferred

**EDUCATION REQUIREMENTS**

- Bachelor's degree in business or related field, and technical discipline, preferred