

Territory Sales Manager

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Company: Kane Selection Ltd

Location: Rochester

Category: other-general

Territory Manager (Rental & Sales) – Construction CE (Dealer)

Rochester, MN

Immediate Start

Kane Selection Ltd is excited to represent a leading dealer in the construction and mining equipment sector, seeking a dedicated **Territory Manager** for the **Byron, MN location**. This role involves overseeing sales and rentals of premier construction equipment, covering areas around Rochester, MN. Industries served include Heavy Civil, Highway, Aggregate, Agricultural, Demolition, Recycling, and General Construction.

Benefits of Joining:

Supportive Work Culture: Join a family-oriented team prioritising long-term relationships with customers, vendors, and team members.

Career Growth Opportunities: Thrive in a role that supports your development and encourages the advancement of others.

Competitive Compensation: Receive a comprehensive package tailored to your experience.

Robust Benefits: You can enjoy a full benefits package that includes medical, dental, life insurance, pension, and holiday time.

Stable and Reputable Company: Be part of a company with nearly a century of industry presence and continued growth.

Key Responsibilities:

Drive new business development, product marketing, and sales.

Initiate and finalise sales contacts and contracts.

Deliver impactful formal presentations to customers.

Forge and maintain strong business relationships.

Coordinate effectively with diverse teams, working autonomously.

Qualifications/Skills:

Background in construction or construction equipment sales is beneficial.

Exceptional time and territory management skills.

Strong follow-up skills and a sense of urgency.

Ability to work safely, intelligently, and responsibly.

Motivation to continuously improve and take proactive steps.

Excellent interpersonal skills with a respectful engagement approach.

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