



Red Fox Resources® – Job Description

Job Title:	Territory Manager	Job Category:	Outside Sales
Department/Group:	Sales/Collections	Job Code/ Req#:	Job Code/ Req#
Location:	Southern California	Travel Required:	30 – 50 %
Level/Salary Range:	Salary + Commission commensurate with track record and experience	Position Type:	Full Time
HR Contact:	Tripp Heller	Date Posted:	2/9/2017
Will Train Applicant(s):	Will Train Applicant(s)	Posting Expires:	12/1/2017
External Posting URL:	www.redfoxresources.com		

Applications Accepted By: Email

To apply for this position, email a resume and a cover letter with a maximum 500 words addressing the following topics:

- What drives you in your career?
- How do you determine if you have had a successful day at work?
- Why are you interested in a career change?
- Describe your philosophy on sales in 140 characters.
- Provide an example of how you have overcome an obstacle in the sales process to close a deal that resulted in you meeting your sales quota.
- Why are you interested in working for Red Fox Resources?

Email responses to Tripp Heller, General Manager-Red Fox Resources: Tripp.Heller@RedFoxResources.com

Subject Line: Red Fox Acquisition Manager

Job Description

ROLE AND RESPONSIBILITIES

The position of Acquisition Manager for Red Fox Resources is a field sales position.

The primary role of the Acquisition Manager is to generate new business-to-business relationships by selling Red Fox's value package to businesses associated with medium- and heavy-duty trucking; this includes businesses that distribute and service new and used medium and heavy duty truck parts, large truck and municipal fleets, used parts outlets, as well as businesses that serve the off-road industry.

The primary responsibility of the Acquisition Manager is to find and negotiate the purchase of spent diesel particulate filters and diesel oxidation catalysts from trucks, buses, construction equipment, and generators for the purpose of recycling and recovering precious metal. The role will be supported by an inside sales team whose responsibility is to help generate leads, maintain existing business relationships, and coordinate logistics of parts acquisitions and payment.

The Acquisition Manager will target the following business sectors in the Southern California territory:

- Medium and heavy duty truck dealerships
- Fleets operating medium and heavy duty trucks (private and municipal)
- Used truck parts outlets
- Truck dismantling and recycling companies
- Scrap metal recycling companies

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QUALIFICATIONS

- Must have the ability to clearly understand and communicate the value package of Red Fox Resources both verbally and in writing.
- A proven track record in outside sales is preferred, but the position may be filled by a candidate that has professional experience supporting outside sales and is motivated to move into an outside sales position.
- Must be driven, self-motivated, and possess the ability to work independently.
- Must have the drive and desire to generate significant business growth through new relationships. The right candidate will be energized and driven by the need for aggressive growth.
- Must be comfortable managing priorities, meeting deadlines and sales quotas, and being held accountable for performance.
- Must have the demonstrated interpersonal skills, enthusiasm, and persistence required to generate new business, foster goodwill with customers, and maintain lasting customer relationships.
- Must have demonstrated ability to respond to changes in the marketplace, to overcome challenges or obstacles to meeting goals, and the enthusiasm to work hard to meet business objectives.
- Should be committed to taking a data-driven approach to sales. Red Fox Resources uses the Salesforce.com CRM platform and the Acquisition Manager will be expected to embrace this tool and keep it current.
- Must enjoy working in a collaborative environment dedicated to teamwork, innovation, and communication.
- Must be prepared to provide organized weekly updates on progress, challenges, and new ideas.
- Must have the desire to work for a company focused on environmentally sustainable business practices and a sustainable supply chain.

EDUCATION REQUIREMENTS:

- College degree preferred
- High school diploma required

PROFESSIONAL EXPERIENCE REQUIREMENTS

- Experience in the medium and heavy duty truck sales, parts distribution, or industrial recycling is preferred but not required if the candidate has a successful track record in outside sales.
- Experience with sales and distribution of diesel emission control devices for medium and heavy duty trucks is ideal but not required.

PREFERRED SKILLS

- Excellent skills with the complete suite of Microsoft Office software (Word, Excel, PowerPoint)
- Experience using a customer relationship manager (CRM)
- Excellent written and verbal skills
- Fluent English required, bilingual (English/Spanish) preferred

ADDITIONAL NOTES

- Candidate must have a clean driving record and no DUIs.
- Candidate will be subject to a background check before hire.

BENEFITS

- Salary plus commission
- Health benefits
- 401(k)

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- Expense account and company vehicle