



Example of Distributor Job Description

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Our innovative and growing company is looking for a distributor. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don't fill all of the qualifications, you may still be considered depending on your level of experience.

Responsibilities for distributor

- This position requires discipline in utilizing Time and Territory management skills for priority setting
- Individual needs to be able to think strategically about the different markets they cover and to communicate and champion the strategy with the various distributorships
- Must be able to initiate territory plans and keep focus on areas that can drive business
- Develop annual territory/business plan and penetrate new accounts utilizing multiple resources and disciplines established for effective growth
- Prospect new business segments and seek out innovative solutions for key industry segments as defined by the joint Sales and Marketing business plan
- Individual must be good at problem resolution
- Individual needs to be able to read a group of people and help build consensus and establish next steps in a developed game plan
- Relationship building is a core competency required for this position
- This position will require high level value selling, with application and solution selling or product marketing experience in the industrial and/or automation and control market
- Key and Target account development in alignment with Mettler Toledo Industry segmentation campaigns will drive the highest impact for Consultative solutions, but a full understanding of each local market will be a key component in order to strike a balance between the Consultative

Qualifications for distributor

- 10+ years of sales management experience or equivalent
- Requires knowledge and understanding within relevant area which would typically be gained through minimum 2 years of relevant experience in sales and (sales) channels development
- Bachelor's degree (BA/BS) from an accredited school required
- 5 years commercial pharma experience
- Entrepreneurial with a strong business acumen
- Ability to work cross-functionally autonomously