



V.i.P.S. (Value Inspired Products & Services) is an educational furniture, equipment and software company serving the prek-12 market with school furniture, equipment and software. We offer more than 25,000 items through a catalog, website and direct sales force. Continuous growth in the Des Moines Metro and Western Iowa has presented the need to add two Territory Managers to our Sales team. There is great growth potential in this position for the right person. We offer a competitive salary base, plus commission, vehicle, expenses, medical insurance, retirement plan, and bonus opportunities.

TERRITORY MANAGER

Responsibilities:

- Direct and manage all sales efforts in both the public and private school sectors within an assigned territory
- Develop and implement customer strategies that are consistent with corporate goals
- Identify, develop and maintain strong relationships with district and school site personnel
- Utilize a consultative selling approach to determine customer needs and opportunities
- Manage customer related issues relative to bids, orders, shipments, installations, invoicing, etc.
- Assess customer needs, trends and opportunities

Qualifications:

- Highly driven sales professional is preferred
- Ability to work independently and in a team environment
- Strong prospecting, analytical and presentation skills
- Well organized and detail oriented
- Verifiable performance at high outside sales achievement levels
- Bachelor's degree or equivalent experience
- Computer skills: Internet, Word, Excel and Power Point

All qualified candidates should forward a cover letter with resume and salary requirements to:

Email: info@vipschools.com

or mail to
V.i.P.S.,
Attn. Human Resources,
850 Twixt Town Road NE,
Cedar Rapids, IA 52402.