

**Collins Niagara - a division of The Collins Companies**  
**Territory Manager – Greater Syracuse, NY Territory**

Collins Niagara ([www.collinsniagara.com](http://www.collinsniagara.com)) is one of the largest Industrial distributors of pipe, valves and fittings (PVF), and engineered specialties serving the Northeast and upstate New York. Founded more than 80 years ago, the company is one of the oldest PVF firms in the industry and has seen unprecedented growth in the past few years. Headquartered in East Windsor, Ct, we maintain eight other branch locations in Maine, Massachusetts, New York and Philadelphia. We have nine degreed engineers on staff and also operate four valve automation centers where we build and test in excess of 3000 control valve assemblies every year.

Collins executives have built the company by encouraging every employee to “think like an entrepreneur” and they back that statement up by sharing a significant percentage of their annual profits with every single member of their team. Because of this philosophy, the average tenure of a Collins associate is more than 19 years. In addition, Collins officials credit much of the company’s success to a flat management structure that allows each associate the freedom to think for themselves on how to best serve their customer, their company and ultimately themselves.

**About the job:**

This is an outside sales position, reporting out of the Syracuse, NY branch, responsible for sales and promotion of our complete line of PVF and engineered specialty products, managing existing accounts as well as building new business. Strong customer service, organization, project management and customer facing experience is desired. Working as a team, you will assist both the Executive team, Branch Manager and Inside Sales Representative to maximize sales on every project. Most training will be acquired on the job.

**Responsibilities:**

- Perform a minimum of 15 face to face sales calls per week
- Liaise with main internal and external stakeholders including customers, EPC, Design Engineers, and Mechanical Contractors to fully cover all projects
- Evaluate applications and determine the correct product selection through sizing, sound engineering practices, and specific manufacturer guidelines
- Implement the company sales strategy to maximize gross profit and meet forecast
- Conduct Lunch and Learns with new and existing customers to promote the manufactures that we represent
- Generate technical proposals and support the Inside Sales Team as required
- Project Management support for large customer projects
- Strict adherence to procedures, work processes and general company policies
- Manage assigned vendor relationships

**Qualifications:**

- 3+ years in an Outside Sales/Business Development role
- Knowledge of the industrial pipe, valves and fittings market (PVF) a MUST
- Strong written, verbal and phone communication skills
- Proven ability to develop (and maintain) strong customer relationships

- Strong planning skills with the ability to work independently as well as the desire to want to work amongst a strong team
- Demonstrated ability to multi-task, assign effective priorities to tasks and to operate with a certain level of autonomy is needed
- Positive attitude, good judgment and high energy are required for this position

If you are interested in applying for this position, please apply on our website at <http://www.collinspipe.com/About-Us/careers>.

Preferred

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