



Job Title: Territory Manager – Northern Region

Job Location: Duluth, MN

Salary: \$75,000 - \$85,000/yr.

Mars Supply is seeking an energetic sales professional to join our Field Sales team in the Northern Region. As a Territory Manager, you would be expected to develop and strengthen customer relationships, promote our products and services, and grow our Northern territory. Our ideal candidate is detail-oriented, organized, can work independently, and assist our customers in accordance to the high standards we value. If you seek a workplace that is family-owned, smaller in size and has strong Core Values, then this might be a good fit for you! We offer Medical, Dental and Voluntary benefits, along with 401K Match and Profit-Sharing.

Duties Include

- Visiting customers to service needs and promote our products
- Manage and grow assigned geographic territory
- Work with supplier representatives on training of new products and services
- Create and achieve growth initiatives
- Identify cost-saving solutions for our customers

Requirements and Qualifications

- Proficient in Microsoft Office
- 3-5 years + of sales experience
- Background in Industrial Distribution or Manufacturing preferred
- Strong communication and analytical skills
- Accuracy and attention to detail
- Ability to work independently and within a team
- Problem-solving skills
- Excellent attendance

Mars Supply is a family-owned industrial distributor founded in 1924 in Duluth, MN. It currently has offices in Duluth and New Brighton, MN, and a wholly owned subsidiary in Virginia, MN. We are looking for someone who is interested in joining a growing company and embraces our Core Values of Excellence, Trust, Respect, Resourcefulness, and Teamwork.