



## Open Position: Territory Sales Representative: Off-The-Road (OTR) Market

We are looking for the next great person to join our team at Doran as a full-time **Territory Sales Representative** to create, manage and generate profitable business in the Off-The-Road equipment channel of distribution for our tire monitoring systems technology and solutions.

Founded in 1953, Doran provides safety and maintenance monitoring technology, service, and products for commercial vehicles to a global customer base. We are a growing privately held, management-owned company based in Cincinnati, Ohio with customers in more than 46 countries around the world. We believe in people and trust as our core principles to help make Doran an extraordinary place to work and have a career. We were recently named as a Top 10 Private or Family-Owned Business in Cincinnati by the Goering Center.

Interested individuals must be trustworthy with an internal drive to win and be successful and the ability to be a good team player in a fast-paced and dynamic environment. Candidates should be service-oriented with excellent oral and written communication skills who can manage multiple projects and opportunities for a growing and thriving company.

### Primary Duties & Responsibilities:

- Earn business from new customers and grow sales with existing customers to exceed goals
- Conduct business development activities to identify and acquire new customers within the assigned territory
- Identify, target and secure new North American dealer/distributor partners in regions/markets not currently being serviced
- Proactively contact OTR equipment OEM dealerships and work closely with their sales/territory managers to create aftermarket sales
- Build and maintain strong relationships while cultivating a trusted network of industry contacts with existing customers through regular contact and account management efforts
- Create and deliver presentations and quotations to earn new business
- Develop a deep understanding of our technology and how it can provide value to our customers with a consultative approach
- Provide world class after-sale installation/maintenance/support follow-up by collaborating with internal teams to ensure customer satisfaction and treat any issues or concerns as if they are our own
- Deliver unparalleled sales and service support to our existing network of dealers and distributors who serve mines, quarries, shipping ports, rail yards and other Off-The-Road industrial applications
- Stay updated on industry trends, market conditions, and competitors to identify new customer opportunities
- Identify potential strategic partnerships and foster relationships within the industry
- Utilize CRM tools to track sales activities, manage leads, and generate reports
- Ability and willingness to effectively travel throughout North America with overnight trips to visit with prospects, customers, and industry partners

### Skills:

- Professionally persistent, consistent, and highly motivated to win by creating new business through cold calling and prospecting efforts with the ability to appropriately handle rejection
- Proficiency with MS Office (Outlook, Word, Excel, PowerPoint, Teams, One Drive)
- Ability to schedule and manage time effectively and efficiently

Preferred Qualifications:

- 2 to 5 years of consultative selling experience with consistently strong results in prospecting, developing, and closing business-to-business sales
  - Experience with selling technology or tires for commercial/industrial equipment is a plus
  - Familiarity with managing a dealer/distributor network is a plus
- Positive team player with the ability to think and develop potential solutions to complex problems
- MSHA/TWIC certification is a plus

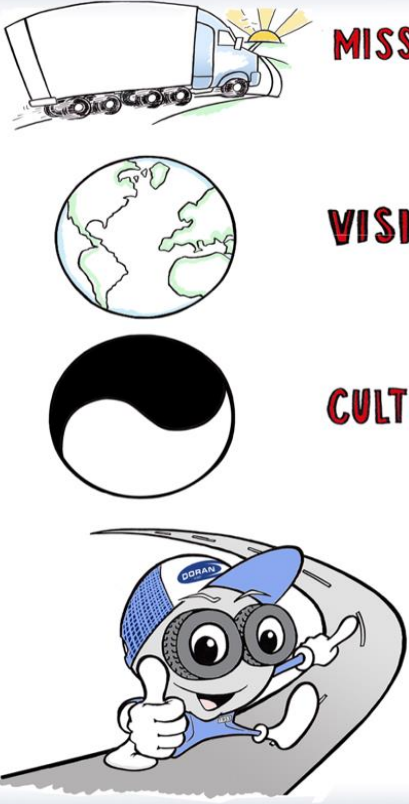
Compensation and Benefits:

- We offer competitive compensation packages including base salary, commission, and benefits.
  - Salary: \$48,000 to \$60,000 with opportunity for commission (pending experience and qualifications)
  - Benefits include paid-time-off, medical benefits (health, dental, vision, life, and disability insurance) and 401k with company match

Interested and qualified candidates should send a resume' to [careers@doranmfg.com](mailto:careers@doranmfg.com)

For additional information about our company and our products, please visit us online:

- Company website: [www.doranmfg.com](http://www.doranmfg.com)
- LinkedIn profile: <https://www.linkedin.com/company/doran-manufacturing-llc>.
- YouTube page: <https://www.youtube.com/@doranmfg>



**MISSION:** OUR TEAM CREATES TRUSTED COMMERCIAL VEHICLE SOLUTIONS THROUGH SERVICE, INNOVATION AND CONTINUOUS IMPROVEMENT.

**VISION:** TO BE A GLOBAL LEADER IN SAFETY AND MAINTENANCE MONITORING TECHNOLOGY

**CULTURE:** THROUGH A PROPER LIFE/WORK BALANCE, WE EMPOWER INDIVIDUALS TO ACTIVELY CONTRIBUTE AND GROW BY INVESTING IN THEIR CAREERS WHILE SERVING OUR CUSTOMERS AND COMMUNITY.

**OUR DRIVE KEEPS YOU MOVING!**

- We are the company
- Our inner motivation to succeed is a shared trait
- Our team, our customers, our partners, and our suppliers
- Actively pushing forward
- And we're excited about it!

