

## Position Details

### Fire Apparatus Territory Manager

#### Vogelwohl Fire Equipment Inc. – West / Central Ohio

**Vogelwohl Fire Equipment Inc., a leading fire apparatus dealer, is seeking an experienced and highly self-motivated Territory Manager** to oversee sales and account development throughout central and western Ohio. This position is responsible for driving growth, maintaining existing customer relationships, and representing the company's values of professionalism, integrity, and customer commitment.

### Key Responsibilities

- Establish and maintain current and potential customer relationships.
- Develop and execute strategic sales plans to achieve territory goals and align with company objectives.
- Identify, pursue, and secure new business opportunities through proactive lead generation and consultative selling.
- Manage and expand existing customer accounts to ensure satisfaction and long-term partnerships.
- Conduct professional product presentations, proposals, and execute sales contracts.
- Coordinate effectively with internal teams to ensure accurate order processing and on-time delivery.
- Collaborate with OEM on specification needs, customer needs, and delivery timelines.
- Address and resolve customer issues before, during, and after product delivery.
- Represent the company at manufacturer meetings, customer inspections, and industry trade shows.
- Work with Vogelwohl Fire Service division on upfitting, product preparation, training, and future service scheduling.
- Activity and customer engagement to be documented via tracking reports and CRM platform.

### Qualifications

- Provide a positive attitude and company image to customers and public at large.
- Ability to prioritize tasks and align with company initiatives.
- Bachelor's degree preferred; equivalent experience considered.
- Minimum of 1–2 years of outside sales experience, preferably in the fire apparatus or related industry.
- Strong communication, technical aptitude, and organizational skills.
- Proficiency in Microsoft Outlook, Word, and Excel; knowledge of CRM or sales management software preferred.

- Ability to work flexible hours, including some evenings and weekends.
- Reliable vehicle and willingness to travel locally.
- Ability to obtain a **Class B Commercial Driver's License (CDL)** within 90 days of employment.

**Compensation and Benefits**

- Full-time position with **base salary plus commission.**
- Comprehensive benefits package and opportunities for professional development.

**Interested candidates should send their resume to [info@vogelpohlfire.com](mailto:info@vogelpohlfire.com).**

**For additional information, please call [859-282-1000](tel:859-282-1000).**