



Territory Manager

If you are looking for a company that rewards hard work while developing talent, NTN is the place to start. NTN Bearing Corporation is now accepting resumes for an outstanding opportunity in our Aftermarket department for a Territory Manager in Idaho, Oregon and Washington area. NTN is one of the world's premier bearing manufacturers serving the automotive and industrial markets for over 90 years.

Major responsibilities include:

- Managing sales, distribution and specifications of NTN products and services to the industrial aftermarket as well as automotive aftermarket in the geographical area of Oregon, Idaho and Washington.
- Establish a marketing plan that meets or exceeds specific sales goals set by Management.
- Direct calls on various end user customers and their MRO departments with the goal of establishing a brand preference by the customer to pull sales through the distribution channel.
- Manage existing and potential direct distributor accounts in stocking, marketing and policy administration of NBCA products and services to the Industrial and Automotive aftermarket consumer.
- Provide product training, product marketing and direct sales assistance for the customer.

Skills/Requirements:

- Must have Bachelor degree or a BSME .
- Must have 5+ years experience in Power Transmission and Industrial Distribution.
- Strong aptitude for mechanical applications.
- Most possess strong communication and interpersonal skills.
- Ability to interface with maintenance personnel and engineering.
- Evidence of ability to negotiate and close projects.
- Ability to travel 50% of the time.

NTN Bearing Corporation offers a full range of comprehensive benefits that far exceed the industry standard, including medical, dental, vision, as well as matching 401(k), paid vacation, tuition reimbursement. NTN Bearing Corporation is an equal opportunity employer that strongly supports diversity in the work place.

How to apply:

Please email your resume to careers@ntnusa.com and reference Territory Manager.

Post date: 6/1/2009

Recruiters: **NO CALLS PLEASE**