DCNE
DISTRIBUTOR CORPORATION OF NEW ENGLAND
767 Eastern Avenue | Malden, MA 02148
781.322.8800

TERRITORY MANAGER
JOB TYPE: Full-time
LOCATION: Malden, MA

Join a Growing Industry Leader and Build Lasting Customer Partnerships
Distributor Corporation of New England (DCNE) is seeking a motivated, relationship-driven Territory Manager to join our team. With more than 50 years of success in the HVAC-R industry, DCNE has built a reputation as a trusted partner to contractors, engineers, wholesalers, and end users across the markets we serve. If you're passionate about sales, enjoy building strong customer relationships, and want the opportunity to grow your income with an uncapped commission plan, we'd love to hear from you.

Why Join DCNE?
Competitive Compensation
- $20,000 to $50,000 Base salary plus commission, earning potential $100K or more depending on sales performance.

Comprehensive Benefits
- Medical, Dental, and Vision Insurance
- Life and Disability Insurance
- 401(k) with Company Match
- Paid Time Off
- Flexible scheduling

Career Growth & Development
- Industry-leading training and mentorship
- Ongoing professional development opportunities
- Clear path for career advancement within a growing organization

Supportive Culture
- Family-oriented, team-focused environment
- Small-company culture with the stability of an established industry leader
- Opportunity to make a direct impact on company success

What You'll Do
As a Territory Manager, you'll serve as a trusted advisor to customers while driving sales growth throughout your assigned territory.

Key responsibilities include:
- Develop and maintain strong customer relationships
- Identify new business opportunities and grow market share
- Provide product recommendations and technical solutions
- Collaborate with internal teams to ensure exceptional customer service
- Manage and grow an existing customer base while actively prospecting new accounts
- Stay informed on industry trends, products, and competitive offerings
- Consistently achieve and exceed sales goals

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What We're Looking For

REQUIRED

- Bachelor's degree OR equivalent combination of education, training, and experience
- Strong communication and relationship-building skills
- Self-motivated, goal-oriented, and customer-focused mindset
- Valid driver's license and ability to travel within assigned territory

PREFERRED

- Outside sales experience
- HVAC-R industry knowledge
- Experience developing customer relationships and growing sales territories

Don't have HVAC-R experience? We are willing to train the right individual who brings the drive, professionalism, and desire to succeed.

Why This Opportunity Stands Out

At DCNE, you're more than a salesperson. You're a trusted business partner helping customers grow their businesses and solve challenges. We invest in our employees and provide the tools, training, and support needed to build a rewarding and successful career.

If you're ready to take ownership of your territory, grow your earnings, and join a company that values its people, apply today.