



Territory Sales Manager

Dallas-Fort Worth Metroplex (Hybrid) | Full-Time

SpearTip/Zurich Resilience Solutions (ZRS) is looking for a capable and experienced individual to lead and accelerate our growth strategy. This role will support SpearTip's sales efforts throughout the United States in the greater Dallas Fort Worth territory. The ideal candidate will have a proven track record in sales and distribution, with a strong ability to work with others to deliver against ambitious targets. The successful candidate will have a passion for driving sales growth, have an entrepreneurial approach, a growth mindset and be able to develop and execute strategic plans to achieve our revenue targets.

This position is home based (can be based out of DFW area or Greater St. Louis area) however there will be a requirement to create relationships with key stakeholders which will mean spending regular time in our St. Louis office time in the local market and traveling to customer locations the St. Louis office for team meetings.

Working with an award-winning Risk Management team as part of a Global insurer will allow you to further develop your career in a diverse and inclusive environment presenting a wide range of development opportunities both locally and globally.

In this role you will deliver profitable growth through the distribution of all SpearTip services within the U.S. greater Dallas Fort Worth territory to enhance our market presence, identify and grow newer, less mature customer/distributor relationships and increase market share. This position will require 50-60% travel.

What will you be doing?

- Responsible for leading and accelerating the SpearTip Sales, Distribution, and Growth strategy and results.

- Business development – develop and deliver new sales opportunities to achieve SpearTip revenue, new business and margin targets
- Distribution - leverage current distribution arrangements and create new channels aligned to SpearTip strategy
- Work with SpearTip Business development managers to share best practice, align strategy and coordinate engagement approaches.
- Evaluate market dynamics to anticipate channel development requirements and their impact on the organization's performance and call the attention of senior leadership to distribution trends and potential implications.
- Must thrive in an unstructured, dynamic and fast paced environment.
- Promote the company's products and services by predicting and addressing clients' risk management objectives.
- Collaborate within a team of sales representatives to support business income targets.
- Support and educate colleagues throughout the business to build sales pipelines and convert leads.
- Leverage CRM platforms to Complete and maintain manage detailed opportunity assessment/pipeline with key distributors and customers to identify growth opportunities.
- Conduct periodic reviews with channel partners and customers to manage their performance to ensure execution of the business plan.

What are we looking for?

- Extensive, relevant senior experience in sales or business development role.
- Consulting experience either in house or as part of a consulting practice with sales responsibilities
- Extensive experience of building strong relationships with large corporate organizations and leveraging for value.
- Involvement in delivering large (\$m+) corporate negotiations and agreements.
- Collaboration and facilitation skills – ability to bring the right people together
- Strong business relationships in the local market.
- Willingness to participate in industry events as needed.
- Previous people management experience - desirable

As an inclusive employer we want to ensure that all candidates feel comfortable and can perform at their best during the interview. You'll have the opportunity to let us know of any reasonable adjustment or practical support needed when you apply.