

CAN'T BEAT THE EXPERIENCE - PHILIP MORRIS USA

Position Title Territory Sales Manager - Southeastern Territories

Requisition Number 3917BR

Job Description Philip Morris USA is an operating company within Altria Group, Inc. Altria is a Fortune 10 company and the largest consumer products company in the world. PM USA is the domestic tobacco operating company of Altria. Powered by people, PM USA plans for continued growth as a leader in marketing and manufacturing of consumer products made for adults.

Key among those people, are Territory Sales Managers (TSMs) who are each assigned to a geographic territory with approximately \$10 million in annual sales. TSMs are responsible for establishing a consultative relationship with customers as well as selling and implementing sales promotions and programs. TSM positions within these territories include the geographical areas of Georgia, Alabama, Tennessee, and the panhandle of Florida as well as parts of Kentucky and Virginia.

Specific Skills

We look for people who know how to:

- communicate ideas that influence others,
- work effectively with customers and other employees,
- plan the use of their time and resources efficiently,
- apply and enhance their abilities to evaluate information,
- produce innovative, quality results, and
- understand their impact on a business.

A valid driver's license is essential. We offer a competitive base salary, a bonus program and comprehensive benefits package. We also provide a company vehicle, notebook business computer, and extensive organizational training and development support.

Additional Information

Now, before you proceed, take a few minutes to look at the following list of considerations about the TSM job. Some of the items on the list may affect how well you will enjoy the job and whether you will be successful doing it. Consider each characteristic below and decide for yourself how it will likely affect you. You do not have to record your responses -- this information is provided simply to help you decide for yourself whether you really want to be a TSM in the Field Sales Force for Philip Morris USA.

Do you want to work...

- for a company that is striving to enhance and extend its leadership status in its business sector? But, keep in mind that this goal will often require you and your peers to do your jobs at a fast pace and work long hours.
- for a company that will challenge you to be personally accountable for achieving significant, measurable work objectives? That challenge, however, will sometimes require you to work in some difficult conditions like driving alone in a van in bad weather or heavy traffic.
- for a company that strongly promotes doing high quality work and effective use of resources? Our TSMs must perform some administrative and reporting duties related to their sales activities while exercising close attention to detail and tight cost control. In other words, we expect our TSMs to demonstrate executional excellence in their work.

You should also be aware that TSMs are expected to be involved, participative members of upbeat, energetic, and socially connected work groups called Unit Teams. Even though each TSM is part of a team, PM USA provides each individual personal recognition for his/her accomplishments and regularly gives deserving employees opportunities to advance to higher level positions. Remember, TSMs are personally accountable for their results in their territories. And, because our TSMs operate a vehicle throughout their territories, they cannot have any DUI convictions within the last three years.

Think about what you have read, and what you know about yourself, and decide whether this is the right kind of job for you.

If you really think a TSM job in the Field Sales Force at Philip Morris USA will be the kind of work you will enjoy doing each day, then click "Submit Now." If you would like to consider other position opportunities with Philip Morris USA, return to the search page.

Other things you need to know about us before proceeding:

- Our goal is to be the most responsible, effective and respected developer, manufacturer and marketer of consumer products, especially products intended for adults. Our core business is manufacturing and marketing the best quality tobacco products to adults who use them.
- We believe in operating with integrity, trust, and respect; demonstrating a passion to succeed; executing with quality; driving creativity; and sharing with others.
- We demonstrate our respect for the choices of our employees who smoke, as well as the rights of non-smokers, and accommodate both within our workplace.