

Position: Regional Sales Manager

Location: Home Office, South Central (Texas, Louisiana, Arkansas, Oklahoma, New Mexico, Arizona, and Southern California)

Exemption Status: Exempt

Division/Department: Industrial, Commercial and Rental Divisions

About Us

Pinnacle Climate Technologies (PCT) invents, develops and manufactures heating and ventilation solutions through commercial, industrial, agricultural, DIY and other retail channels throughout the world. With manufacturing in North America and Asia, PCT serves a diverse customer base in over 25 countries, on every continent. With brands that include Master®, Schaefer®, Remington®, ProTemp®, Americ®, and STANLEY®, PCT is positioned as the global leader in industrial/construction heat, and portable ventilation products. For more information visit www.pinnacleclimate.com

Why Join Us

Our brands, both young and mature, now have 70 years of experience to draw upon as they optimize manufacturing efficiency, perfect distribution, and lead the industry. And with that, we're now able to innovate faster and more effectively deliver the highest-quality products to the marketplace. As a result, Pinnacle Climate Technologies is home to brands that are recognized worldwide for reliability, durability, and innovation. At Pinnacle—We make it possible.

Position Summary:

Regional Sales Manager (RSM) is responsible for generating budget-level revenues and profits on the sale of company products to Industrial/Commercial and Rental Division channel partners, National Accounts, and end-users in the assigned geographical region. Key deliverables are revenues, profits, customer satisfaction, and salesmix. Primary focus is on growing volume with existing accounts and developing high-potential new accounts. RSM serves as the key link between the market (channel partners, customers and prospects) and key functional areas within the company including Marketing, Customer Care, Product Management, and Accounting. Home-based position located in Southeast U.S. Preferred location is Atlanta. This position does not qualify for relocation assistance.

Primary Responsibilities

- Achieve assigned sales, profit and sales mix goals using company's sales process "Action Selling"
- Effective and efficient time and territory management to maximize productivity and results
- Manage current dealer networks through various prospecting methods to include heavy phone use, personal visits, electronic media as well as trade shows, to strengthen the brand, enhance dealer relationships and grow P.C.T. sales
- Create and execute an annual territory sales and marketing plan
- Balance advocacy between company, channel partners, and end-user customers
- Champion "Voice of Customer" throughout the company
- Develop productive and enduring relationships with regional and district operations of key National Accounts

- Develop new quality channel-partners or end-user customers in assigned industries, using product knowledge to sell product as well as analyze needs, advise on equipment purchases, answer technical questions and recommend solutions to grow potential sales opportunities
- Build strategic relationships with decision makers in assigned territories. Enhance relationships by actively engaging with our channel partners on their key business drivers and proactively identify and develop sales opportunities
- Advise management of strengths and weaknesses of Company products compared to the competition
- Maintain NetSuite CRM for all channel partners and end-customers
- Manage dealer orders with the support of Customer Care and Inside Sales in an efficient and thorough manner
- Develop impactful sales presentations for various decision-making audiences to close new business
- Prepare and submit monthly reports on activities, sales volume, expenses, etc.
- Maintain contracts for effective renewal and pricing policy changes
- Attend regional and national trades shows, conferences and seminars as deemed necessary in assigned industries
- Train channel partners on P.C.T. product line in the field and thru electronic media to assist in selling to the end-user
- Research business opportunities in assigned industries, this includes but is not limited to new market and product niches
- Partner with VP of Sales and Customer Care on sales responsibilities as well as various assigned projects
- Other duties as assigned from time to time

Reporting Relationship

- Reports to the VP of Sales & Customer Care
- Collaborate with Customer Care, Engineering, Operations, Purchasing, Marketing and other internal functions

Qualifications and Skills

- Bachelor's Degree in Science, Marketing or Business or equivalent education and experience
- 4-5 years strategic sales experience preferably in the Industrial Commercial markets
- Experience selling through independent dealer networks a plus
- Strong analytical skills demonstrated by previous experience utilizing CRM systems for tracking and recording sales, effective business planning and data-driven strategy for maintaining current and securing new customers
- Strong communication and influence skills to negotiate and close sales deals
- Ability to develop strong relationships and build rapport across a wide range of customers along with senior leaders
- Must be proficient at utilizing business tools including PowerPoint, Excel, Word, NetSuite (CRM) System
- High level of integrity, sales drive, accountability, competitiveness, and judgment

- Well organized and self-directed
- Valid driver's license
- Extensive travel is required at peak times of the year
- Legally able to work in the US

Physical Demands

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

While performing the duties of this job, the employee is frequently required to sit; talk or hear; and use hands to handle, or touch objects or controls. The employee is regularly required to stand and walk. On occasion the incumbent may be required to stoop, bend or reach above the shoulders. The employee must occasionally lift up to 50 pounds for tradeshow set up and tear down.

Equal Opportunity Employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, disability, veteran status, national origin or other legally protected classifications.