



Pinnacle Climate Technologies (PCT)

## **National Account Manager**

Located in Nashville, Tennessee, or Atlanta, Georgia

Exempt

This could be the job you've been waiting for. As part of Pinnacle Climate Technologies team, you are working in an innovative, customer-driven, and highly collaborative team environment, focused on providing air quality, comfort, and safety solutions. With one of the world's most iconic brands behind your back, MASTER, your ideas and climate solutions have the potential to reach customers around the world as we write the next chapter.

Work with us and take your career to new heights.

### **Why work at Pinnacle?**

- We are a North American leader in air quality, comfort, and safety solutions
- We are industry visionaries
- We solve the big problems, advancing air quality, comfort and safety, through innovative technology and customer-driven features, performance, and designs.
- We are committed to ensuring our products and services provide greater quality to our customers & greater environmental and social value to our planet
- We are curious problem solvers who strive to bring big ideas to life
- We are creative and scrappy, but can navigate the finer points of business with ease
- We are agile and adaptable, but work with precision to ensure we deliver top-notch customer experiences, above all else

### **Sound like you? We are looking for a few things in particular:**

- BA or BS in Marketing, Business Administration, or related field
- 5-10 years of relevant experience in Sales and/or Marketing
- A self-motivated, high energy, persistent worker, with a strong sense of urgency and "get-it-done" attitude
- Proven track record of meeting and exceeding sales goals, with the ability to drive growth
- Demonstrated success in problem solving with creative and innovative solutions
- Ability to organize and prioritize and work cross functionally
- Superior interpersonal skills- proficient in both written and verbal communications
- Experienced in Microsoft Office Suite; including Outlook, Word, Excel, Teams, and PowerPoint

- Market and industry knowledge (competitors, environment, etc.)
- Experience in a similar segment or industry

### **So, what kind of work would you be doing?**

- Increase sales of Master products sold through **Tractor Supply Company (TSC)**
- Work directly with Tractor Supply Company's merchandising, logistics, and promotional planning teams to drive sales of all PCT products to TSC membership through warehouse and drop ship programs.
- Increase sales to Tractor Supply Company by developing annual advertising programs, implementing a bi-annual market strategy at the headquarters level and utilizing all TSC promotional vehicles to leverage the Master-branded products with TSC retailers.
- Drive Pinnacle Climate Technologies growth with Tractor Supply Company, focusing on developing aggressive advertising and promotional programs.
- Cultivate and manage relationships with TSC Corporate staff (Merchandising, Supply Chain, Finance, Sales, Major Account Managers)
- Effectively communicate program requirements to business channel managers, supply chain, finance, and leadership at Pinnacle.
- Manage the TSC bi-annual market planning process.
- Plan, implement and attend key retailer programs with the Top 20 Tractor Supply Company members
- Work with PCT Supply Chain Teams to coordinate the monthly forecasting process to provide for adequate product availability

### **What is in it for you?**

- Competitive salary and a comprehensive benefits plan that includes medical, dental, life, vision, wellness program, disability, 401k, Paid Time Off, etc.
- Discounts on PCT products for you and your family
- Being part of PCT gives you the chance to grow and develop your skills along multiple career paths
- Diverse & Inclusive Culture: We pride ourselves on being an awesome place to work. We respect and embrace differences because that's how the best work gets done. You'll see, we really like to have fun here.
- Purpose-Driven Company: You can help us continue to make positive changes in the local communities where we work and live, as well as in the broader world through volunteerism, giving back and sustainable business practices.

*All qualified applicants to PCT are considered for employment without regard to race, color, religion, age, sex, sexual orientation, gender identity, national origin, disability, veteran's status or any other protected characteristic.*

