



## **Position: Associate National Account Manager**

**Location:** Eden Prairie, MN

**Division/Department:** Sales

**Exemption Status:** Exempt

**Posting Date:** September 26, 2017

### **Position Description**

High level of ownership for their business and is adept at selling solutions and has a proven ability to win new business. As a National Accounts Manager, you will maintain a close working relationship with key customers by identifying the key decision makers within the business, understanding each customer's business challenges and priorities and maintaining a high level of customer satisfaction in order to increase the revenue streams.

### **Primary Responsibilities**

- Act with resiliency in the relentless hunt for new sales opportunities.
- Develop and implement sales strategies, plans and programs to achieve sales and margin goals. Develop annual quota, profit plan and sales action plan and monitor actual results vs. plan throughout the year, making adjustments when appropriate. Conduct business reviews of accounts and present them as appropriate to management.
- Build effective proposals, based on customer needs, consumer insights and the customer's decision criteria.
- Generate profitable sales by selling solutions that meet the customer's needs and positioning Pinnacle for success.
- Build strategic relationships with decision makers in assigned accounts. Enhance relationships by actively engaging with our dealers on their key business drivers and proactively identifies sales opportunities.
- Develop and execute channel specific sales programs to drive dealer sales while maintaining desired product margins and maintaining synergies amongst distribution channels.
- Handle inquiries, complaints and service programs working through appropriate team functions and acting as a liaison with promotions, special programs, new products and other relevant activities to dealers.
- Develop impactful sales presentations for various decision making audiences to close on new business
- Assist all new product rollouts by providing market and product specific feedback to Executive Management.
- Prepare and submit monthly reports on activities, sales volume, expenses, etc.





- Maintain contracts for effective renewal and pricing policy changes
- Continually maintain in-depth knowledge of Pinnacle’s products and technologies, competitive products and industry trends
- Other duties and responsibilities as assigned.

### **Reporting Relationship**

- VP of Retail Sales

### **Qualifications and Skills**

- Bachelor’s Degree in Engineering, Marketing or Business strongly preferred
- 4+ year’s sales experience preferably in the hardware and home center channels with a demonstration of territory management resulting in profitable volume, customer penetration, attainment of new customers and growth.
- Strong National Retail Account knowledge of how large retailers operate
- Strong analytical skills demonstrated by previous experience utilizing 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 sales support materials such as PowerPoint, Excel, Word, NetSuite
- High level of integrity
- Travel is required
- Legally able to work in the US

### **Compensation**

- Competitive base pay, depending on qualifications and experience, plus performance based bonus
- Benefits include healthcare, dental, 401K, vacation, disability insurance, etc.

Email [hr@pinnacleclimate.com](mailto:hr@pinnacleclimate.com) with your current resume and “Associate Sales Account Manager” in the subject line. Qualified candidates will get a response within two weeks of applying.





### **About Pinnacle Climate Technologies**

Pinnacle Climate Technologies develops, manufactures and distributes heating and ventilation solutions through commercial, industrial, agricultural, DIY and other retail channels throughout the world. With manufacturing in North America and Asia, Pinnacle serves a diverse customer base in over 25 countries, on every continent. With brands that include MASTER®, Schaefer®, Remington®, Pro-Temp®, Americ®, and Stanley®, Pinnacle is positioned as the global leader in industrial/construction heat, and portable ventilation products.

*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.*



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