

Fluid Handling / Lubrication Equipment National Sales Manager

General Description

Growing Lubrication Equipment Manufacturer has need for a Senior Level Sales Manager initially responsible for USA markets. Drive existing and new product Fluid Handling / Lubrication Equipment activities within the multiple levels of the sales funnel with a focus on Jobbers, OEMs, MRO, and Corporate Agreement Accounts.

Must be a highly self-motivated sales professional and will work closely with our inside sales, buying, and marketing departments. The position is ideally suited for a Tampa Bay candidate, however, a remote site office near a major airport will be considered for the right candidate.

Duties and Responsibilities

- ✓ MUST have 10+ years of successful sales leadership and verifiable sales growth experience specific to the Lubrication Equipment Americas marketplaces. A College Degree preferred, but candidates with strong direct experience in our segment will be considered.
- ✓ MUST possess detailed pump, gun, and hose reel product knowledge within the Oil, Grease, Air / Water, Coolant, DEF, and other related maintenance fluid space.
- ✓ MUST have experience and contacts within the Oil Jobber, related OEM, MRO and distribution channel markets.
- ✓ MUST collaborate and provide direction to our internal buying team on competitive market pricing.
- ✓ Ideal Candidate will have an understanding of digital e-commerce selling platforms including Google, Amazon, and Shopify assets.
- ✓ Ideal candidate will have Tank System (Pump, Gun, and Reel) sales experience within our core customer base.
- ✓ Ideal Candidate will provide ongoing product & marketing training to support team members.
- ✓ Ideal Candidate will have experience in developing related price lists, and related printed collateral.

The Fluid Handling National Sales Manager reports directly to the Americas Vice President and will have strategic as well as day-to-day sales, marketing, and supplier responsibilities within the Fluid Handling Division. Travel will be required within the USA.

Salary Range is \$ 120,000 to 150,000 per year with a fair and achievable bonus plan of up to 20% of salary. Excellent Medical, Dental, and Retirement provided.

Outstanding opportunity for a high-energy sales professional with a globally known, fast-growing Lubrication Equipment Manufacturer! Our culture champions investment in people first and profits second....find out why our first 75 years have been so successful.

Contact: tmarx@macnaughtusa.com
www.macnaughtusa.com