

**Job ID:** DJ010313A  
**Job Title:** National Sales Manager  
**Years of Experience:** 5 Years Sales  
**Type of Position:** Direct Hire  
**Location:** Northeast of Atlanta, GA  
**Salary Range:** Depends on Experience and Expertise + Commission  
**Travel Required:** 50% Domestic

**Job Description:**

A well-established firm located Northeast of Atlanta, Georgia is actively search for a National Sales Manager. The company is a manufacturer of leading-edge vegetation control, rock crushing, mulching and soil stabilization equipment. This direct hire position has a negotiable base salary, with a commission plan. Travel is required for this position. The company provides a good compensation package that includes a company vehicle, phone, and a laptop.

**Job Responsibilities:**

- Identify, appoint and assist in the development of new dealer accounts
- Establish dealer sales targets and provide forecasts for machines and parts sales, in line with the annual business plan.
- Secure sales orders for machines and parts in line with agreed targets, while striving to maintain or improve company sales margins.
- Work directly with dealer accounts and company parts representative to drive parts sales and improve dealer service levels.
- Actively participate in the management of credit control aspects of dealer accounts.
- Train and advise dealer staff ( or end users) on company products, machine applications, service, warranty and basic aspects of technical sales.
- Carry out ongoing research of local market and business activity and identify new opportunities for current and future products.
- Receive feedback on existing products and service, as well as changes, enhancements and new products and convey information to engineering and marketing team members for evaluation.

**Job Requirements:**

- Significant direct experience in developing, and managing dealer accounts within the **heavy equipment construction or forestry equipment or agricultural equipment business is strongly preferred**
- Professional level practical knowledge of the principles and practices involved in new business development, product marketing and sales
- **In-depth technical, sales and applications knowledge of heavy equipment preferred**
- Excellent interpersonal skills to prepare and deliver formal presentations to customers
- Excellent problem solving skills to develop sales strategies
- Excellent written and oral communication skills
- Strong work ethic
- Knowledge and physical ability to safely drive and operate machines
- Thorough working knowledge of MS Office packages
- Ability to work independently while coordinating activities with a variety of teams
- **Must be willing to travel 40%-50% nationally**

**Compensation:**

- Base Salary
- Commission 2% on machines and parts
- Company truck, laptop, cell phone
- Medical Insurance
- Dental and Vision Insurance
- Life and Disability Insurance
- 401K with 5% match

- 2 weeks paid vacation
- Paid Holidays

If you meet these requirements and wish to be considered for this position, send your résumé to us in a Word document at [Resumes@PinnaclePlacementGroup.com](mailto:Resumes@PinnaclePlacementGroup.com) mentioning the **Job ID** and the **Job Title** in the subject line of your email.

**In your email or cover letter, please provide us a short narrative detailing your experience and expertise as it applies to this position. Also, please provide us with your MINIMUM salary requirements.**

**KEY WORDS:**

Caterpillar, International Harvester, Cumming, Komatsu, Yancey Brothers, Case, Bob Cat, John Deere, Volvo, Mack, Ford, Link-Belt, Hitachi, Daewoo, Diamond, Shinn Systems, Terex, Tigercat, New Holland, Mahindra, LoadMaster, Genie, King Kutter, Kubota, AGCO, IH, International Harvester, Wilson, IR, Ingersoll Rand, Doosan, Wright, Dakota Fabricating, Rock Systems, Kemper Equipment, Zenith, CMI, GyroTrac, Mulch Mule, Mabe, Midwest Bio-Systems, Frontier Industrial