

Thermaco Incorporated

POSITION DESCRIPTION

Position Title: National Sales Manager

I. POSITION SUMMARY

We are seeking a motivated and experienced National Sales Manager to cultivate a high quality B2B reseller network for Thermaco products, manage national accounts, independent sales reps, spread domain technical knowledge with key Thermaco distributors, and achieve sales growth as a result. The National Sales Manager is expected to accomplish these objectives primarily through remote forms of communication like phone calls, emails, webinars, video calls, recorded video, among others. Occasional travel to visit with resellers, national accounts, sales reps, and other key audiences will be required also. He or she works with an innovative team of marketers and customer success personnel on revenue opportunities and sales process improvements. The National Sales Manager is responsible for determining go to market strategies and developing plans for executing them.

The ideal candidate has proven experience growing a B2B reseller network, running a sales or marketing campaign, shows excellent leadership and interpersonal skills, and has great written and verbal communication skills. He or she must be able to learn relevant technical knowledge at a deep level and articulate it in a way different audiences can understand. He or she must be capable of frequent task-switching and enjoy working with people from diverse backgrounds.

II. ABOUT THERMACO

Thermaco® creates technology for removing pollutants generated from our modern lifestyles and preserves the world's wastewater infrastructure for the future. Fats, oils, and grease (FOG) are harmful commercial and institutional kitchen byproducts causing sewer blockages if untreated. Through the products we make and market, Big Dipper® Automatic Grease Traps and Trapzilla® Supercapacity Grease Interceptors, we help restaurants and communities treat their kitchen waste in a responsible and efficient manner.

Thermaco is a small, family-owned corporation founded in 1983. Its primary focus for almost 40 years has been designing and bringing to market better technology solutions for its customers. It sees numerous opportunities to grow by partnering with more companies and individuals who share its enthusiasm for addressing the challenges grease presents to foodservice operators and the communities in which they operate. Join our team, make a difference, enjoy what you do, and help build an environmentally sustainable future!

III. KEY RESPONSIBILITIES

1. Proactively creating and nurturing business relationships with the highest potential for scaling revenues, profits, customer satisfaction, and other positive business results.

Good business relationships include:

- Equipment Installers and Plumbing Contractors
- General Contractors
- Plumbing Wholesalers
- Kitchen Equipment Dealers
- Independent Sales Reps & Specialty Distributors
- End Users
- Service Providers
- And other contributors to the market ecosystem

Creating and nurturing good business relationships requires relating and listening for information and opportunities to extend initiatives with the company and articulate the benefits of products and services.

2. Presenting to online and in person reseller audiences about topics valuable to the listeners and about which Thermaco has gained deep knowledge. Topics include product training, installation guidance, sales training, among other topics of interest to resellers. Representing Thermaco at virtual events, trade shows, conferences, and workshops.
3. Researching markets for sales potential, maturity, and tactical requirements. Prioritizing identified opportunities. Developing action plans for addressing highest priority opportunities. Communicating with others at Thermaco about what resources are required to insure success in each market.
4. Evaluating current distribution channels in each market and identifying opportunities for improvement. Recruiting, vetting, and training new resellers to increase promotion and availability of Thermaco products. Continuously updating existing Thermaco resellers on products, events, and new sales tools available to them.
5. Cultivating and managing relationships with key national accounts. Acting as communications point person for receiving national account inquiries and responses. Seeking and supporting sales for large construction projects, e.g. entertainment venues, sports complexes, and dining halls.
6. Ensuring reporting and communications is frequent and bi-directional.

Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

IV. SUPERVISORY RESPONSIBILITY

This position has no supervisory responsibilities currently assigned. If the National Sales Manager demonstrates successful performance, he or she may be asked to grow and manage a sales and marketing team.

V. PHYSICAL DEMANDS & TRAVEL

Work from anywhere and whenever you can do your best work. Periodic trips to home office in North Carolina required. As-needed travel domestically and abroad. Sight, hearing, speech and written communication capabilities sufficient to interact well with individuals and groups. Responsible for working in a safe manner. This position requires up to 35% travel.

VI. REQUIRED EDUCATION & EXPERIENCE

- A bachelor's degree in a business or technical discipline or equivalent experience in a related field preferred.
- A minimum of 3-5 years of overall business experience. Experience in a sales account management position involving distribution sales through dealer, wholesaler, contractor, rep and/or national accounts is required.

IX. OTHER DUTIES

Please note this job description is not designed to cover or contain a comprehensive listing of activities, duties or responsibilities that are required of the employee for this job. Duties, responsibilities and activities may change at any time with or without notice.