

# CNA International, Incorporated

d/b/a Norpole



**Position:** Western Regional Sales Manager (Food Service Equipment)

**Job Type:** Full-Time

**Location:** Chicago, Illinois area or a major city in Texas

## **Job Summary:**

To create and manage Western U.S. regional networks in the commercial food service equipment industry.

## **Key Responsibilities and Desired Skills:**

- 5+ years of B2B sales experience
- A self-starter who exhibits excellent organization, communication (verbal and written), and presentation skills to spearhead the sales aspects of all current and future products
- Acquires and manages at least 6 new dealerships or distributors on a quarterly basis
- Meets or exceeds required sales forecasts and goals while augmenting consistent growth of current customer accounts
- Responsible for collection of payments from dealerships and aging AR for all accounts
- Must possess a solid understanding of accounting principles
- Strong working knowledge of Microsoft Office Suite
- Successfully trains and manages additional staff and sales representatives
- Must be able to multi-task and work cross-functionally with different departments at the corporate headquarters and outside sales community
- Reports to the Director of Sales providing weekly sales logs and travel/expense details, future sales strategies, accurate forecasts of inventory levels according to model type, travel plans, AR collection schedules, etc.
- 50%+ domestic travel within the U.S.

## **Requirements:**

- 5+ years of sales experience
- Bachelor's Degree, preferred in business, or MBA
- A valid driver's license and automobile insurance

## **Benefits:**

- Medical (Employee Only Coverage is Company-Paid)
- Dental (Employee Only Coverage is Company-Paid)
- Vision
- Life Insurance
- 401(k) Retirement Plan and Company Match
- Paid-Time-Off
- Paid Holidays

If you would like to be considered for the MCA Corporation team of professionals, please email your resume and contact information to [careers@mcappliance.com](mailto:careers@mcappliance.com).