

CNA International, Incorporated

d/b/a MCA Corporation



d/b/a Norpole



Position: National Sales Manager
Job Type: Full-Time

Job Summary:

To create and manage regional and national sales networks in the commercial food service equipment industry.

Key Responsibilities and Desired Skills:

- 5+ years of sales experience in the Commercial Food Service industry dealing with refrigeration and cooking equipment with existing relationships with Food Service Equipment distribution channels
- 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 Vice President and the Commercial Division Manager 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.
- 75% domestic travel within the U.S.

Requirements:

- Bachelor's Degree, preferred in business, or MBA
- A valid driver's license and automobile insurance

Benefits:

- Medical
- Dental
- Vision
- Life Insurance
- 401(k) Retirement Plan
- 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.