

Job #0124 | National Account – New Construction | Flower Mound, TX

The **National Account Manager – New Construction** is an inside/outside Sales position which is responsible for the sale of Niagara's products in a specified region or major geographical area. This position will focus on selling to the new construction market for multifamily and hospitality properties including networking and building relationships with property owners, architects, building owners and other C level executives.

Job Responsibilities:

- Responsible for selling Niagara products to various markets which will involve overnight travel across the US.
- Responsible for initiating pro-active account strategies to maximize revenue, growth and margins to meet or exceed targets and metrics.
- Continuously analyze sales territory, sales levels and trends thru research and planning.
- Insure a high level of customer satisfaction is maintained.
- Assists with the planning of sales exhibits. Attends trade shows. Participates in education and training conferences on selling and marketing programs. Coordinates and assists in sales meetings to include site selection and agenda preparation.
- Keeps informed of new products, services and other information of interest to customers. Checks on competitive activity and develops new methods of attaining new accounts.
- Maintains CRM data and its integrity.
- Develops and maintains the sales forecasting, Metrics, and budgets for assigned territory.
- Troubleshoots problems regarding products provided. Answers questions from existing customers and handles complaints.
- Performs other duties as assigned.

Qualifications (min. educational and experience qualifications):

- Over ten years of national field sales B2B experience with at least 5 years in new construction sales.
- Bachelor's degree in Marketing/Business or related field or ten years of successful field sales experience in lieu of education.
- Demonstrated problem solving and negotiation skills.
- Experience with water associations and conservation industry preferred.
- Excellent oral and written communication skills.
- Formal presentation skills before both small and large groups.
- Experience managing large territories and diverse product offerings.
- Coaching and mentoring experience with less senior sales staff.
- A demonstrated capability to keep abreast of new industry trends and possible application to Niagara Conservation projects.
- Ability to travel at least 30% of the time.

Key Competencies:

- Customer Service Excellence
- Effective and Efficient Work Practices
- Team Involvement and Participation
- Basic Influencing & Relationship Building
- Influencing & Relationship Building
- Motivating Others
- Problem Solving