



Position: Market Manager

Location: Sauk Rapids or Eden Prairie, MN

Exemption Status: Exempt

Division/Department: Industrial, Commercial, Rental and Horticulture Divisions

Posting Date: November 3, 2017

Position Summary:

Assist VP of Sales and Marketing and Regional Sales Managers to grow revenue in assigned territories and vertical sales channels through dealer communications, proposal development, trade show attendance, sales call campaigns, market and competitor research, and sales initiatives. This role is an integral part of our Sales team, driving and supporting actions to meet overall growth targets. This is an entry level sales position where employees are expected to be promoted to a Regional Sales Manager role within 2-3 years – promotions are based on performance.

Primary Responsibilities

- Support the growth of Pinnacle’s vertical market sales by managing our existing dealer network while searching for new sales opportunities. Conduct regular outbound sales calls to find sales opportunities.
- Provide key inside sales support to our Regional Sales Managers and VP of Sales and Marketing.
- Partner with RSM in managing orders and communicate with customers via phone and email; following up to ensure orders are complete, accurate, and entered into our business system in a timely fashion.
- Assist in sales proposal by providing pricing, product features and specifications by having the technical understanding of the product line.
- Provide quotations and product suggestions based on customer needs.
- Interface with internal departments to ensure customer requests are met.
- Work with marketing to create e-blast, marketing flyers and collateral.
- Add new customer information in the CRM database and ensure existing customer details are up-to-date and accurate.
- Other duties as assigned.

Reporting Relationship

- Reports to VP of Sales and Marketing Industrial, Commercial and Rental Sales
- Works with Engineering, Operations, Purchasing, Marketing and other functions

Qualifications and Skills

- Bachelor’s Degree in Marketing, Business, Sales preferred or equivalent experience
- 3 + years of previous inside sales experience



- Ability to grasp technical information on our product application, set-up, use, and functionality on all of our product lines.
- Results oriented with strong execution skills
- Effective telephone sales skills
- Self-starter and organized to effectively manage sales
- Understanding of CRM systems
- Understanding of prospecting tools
- Proficient in Microsoft Office Suite
- Excellent time management and organizational skills
- Some travel is required, but mainly inside sales.
- Must be able to work in the US

Physical Demands

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

While performing the duties of this job, the employee is frequently required to sit; talk or hear; and use hands to handle, or touch objects or controls. The employee is regularly required to stand and walk. On occasion the incumbent may be required to stoop, bend or reach above the shoulders. The employee must occasionally lift up to 50 pounds for tradeshow set up and tear down.

About Pinnacle Climate Technologies

Pinnacle Climate Technologies invents, develops and manufactures heating and ventilation solutions through commercial, industrial, agricultural, DIY and other retail channels throughout the world. With manufacturing in North America and Asia, Pinnacle serves a diverse customer base in over 25 countries, on every continent. With brands that include MASTER®, Schaefer®, Remington®, Pro-Temp®, Americ®, and Stanley®, Pinnacle is positioned as the global leader in industrial/construction heat, and portable ventilation products.

For more information visit www.pinnacleclimate.com.

Equal Opportunity Employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, disability, veteran status, national origin or other legally protected classifications.

