



Position: Regional Sales Manager
Location: Sauk Rapids or Eden Prairie, MN
Exemption Status: Exempt
Division/Department: Industrial, Commercial Divisions

Posting Date: Feb 15, 2019

About Pinnacle Climate Technologies

Pinnacle Climate Technologies invents, develops, manufactures and distributes heating and ventilation solutions through commercial, industrial, agricultural, 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®, ProTemp®, Americ®, and STANLEY®, Pinnacle is positioned as the global leader in construction heat, and industrial, commercial and agricultural ventilation products.

Position Summary:

Partner with current dealer network, prospect for new dealers, or end users when appropriate, to secure sales for Pinnacle Climate Technologies, manage the assigned territory to grow market share, product mix, and overall sales numbers. Look for new opportunities to enhance the growth of the Schaefer Ventilation Equipment brand. Primary market focus is on Industrial and Commercial. Partner with current dealer network, prospect for new dealers, or end users when appropriate, to secure sales for Pinnacle Climate Technologies, manage the assigned territory to grow market share, product mix, and overall sales numbers. Look for new opportunities to enhance the growth of the Schaefer Ventilation Equipment brand. Primary market focus is on Industrial and Commercial. Home based or Minnesota corporate office position. This position does not qualify for a relocation package.

Primary Responsibilities

- Act with resiliency in the relentless hunt for new sales opportunities.
- Manage current dealer networks through various prospecting methods to include heavy phone use, personal visits, electronic media as well as trade shows, to strengthen the brand, enhance dealer relationships and grow P.C.T. sales.
- Create an annual sales and marketing plan for assigned territories that identify product improvements and new product developments, which represent short and long-term sales growth. Prepare sales forecast.
- Develop new quality dealer prospects or end user business when appropriate in assigned industries, using product knowledge to sell product as well as analyze needs, advise on equipment purchases, answer technical questions and recommend solutions to grow potential sales opportunities.
- Build strategic relationships with decision makers in assigned territories. Enhance relationships by actively engaging with our dealers on their key business drivers and proactively identifies sales opportunities.
- Advise management of strengths and weaknesses of Company products compared to the competition.
- Maintain database of distributor prospects and customers.

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MAILING ADDRESS: PO Box 460 • Sauk Rapids, MN 56379 **SALES OFFICE:** 6608 Flying Cloud Drive, Eden Prairie, MN 55344
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www.pinnacleclimate.com



- Manage dealer orders with the support of inside sales in an efficient and thorough manner
- Develop impactful sales presentations for various decision-making audiences to close on new business
- Prepare and submit monthly reports on activities, sales volume, expenses, etc.
- Maintain contracts for effective renewal and pricing policy changes.
- Attend regional and national trades shows, conferences and seminars as deemed necessary in assigned industries
- Train dealer network on P.C.T. product line in the field and thru electronic media to assist in selling to the end-user.
- Research business opportunities in assigned industries, this includes but is not limited to new market and product niches.
- Partner with VP of Sales and Marketing on sales responsibilities as well as various assigned projects.

Reporting Relationship

- Reports to VP Sales and Marketing, I/C/R- Industrial Commercial, Sales
- Works with Engineering, Operations, Purchasing, Marketing and other functions

Qualifications and Skills

- Bachelor's Degree in Science, Marketing or Business strongly preferred
- 4-5 years strategic sales experience preferably in the Industrial Commercial markets
- Experience selling through independent dealer networks a plus
- Strong analytical skills demonstrated by previous experience utilizing systems for tracking and recording sales, effective business planning and data-driven strategy for maintaining current and securing new customers.
- Strong communication and influence skills to negotiate and close sales deals
- Ability to develop strong relationships and build rapport across a wide range of customers along with senior leaders
- Must be proficient at utilizing sales support materials such as PowerPoint, Excel, Word, NetSuite
- High level of integrity
- Well organized and self-directed
- Valid driver's license
- Extensive travel is required at peak times of the year
- Legally 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.



Email hr@pinnacleclimate.com with your current resume and “Regional Sales Manager” in the subject line.

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.

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