

## National Account Manager

We are a very stable, growth-oriented, customer-focused leader in preventive maintenance programs and analytical services to the maritime industry has an opportunity for a self-motivated, proven producer for a key position. The successful candidate will have a history of building new client relationships, maintaining excellent customer service, and surpassing quotas. Knowledge and experience in selling in the maritime industry is required with experience selling to the commercial and recreational sectors, government agencies and the military are highly desired. Compensation structure includes a base plus a liberal commission structure to earn in excess of \$100,000 annually. This position reports directly to the Vice President of Operations.

### **Essential Requirements:**

- A strong background in marine machine maintenance.
- Three (3) plus years of direct sales in similar service organization specializing in maritime-related organizations;
- Proven track record and contacts with individuals responsible for maintenance of facilities and machinery;
- An established potential client base extremely beneficial;
- Verifiable ability to exceed targeted goals and work independently;
- Initiative and ability to generate own leads as well as excellent follow up on company furnished accounts;
- Organized, detail and process oriented and a team player.

### **Essential Functions:**

- Create, maintain and execute a successful segment sales plan through proposals, presentations and demonstrations;
- Analyze end-user needs, short-term and long-term corporate initiatives;
- Initiate and control sales processes with new clients;
- Maintain and enhance relationships with current clients;
- Project a positive presence in negotiations to maximize revenues and profits;
- Close and multi-task sales opportunities;
- Successful experience with trade shows, conventions, industry meetings, etc. in building relationships and business;
- Forecast market and buying trends.

Although we are a leader in the industry, we are small enough that you will be recognized for the contributions you make. We are proud of our dynamic, stable and innovative working environment.

We are an equal employment opportunity company with a drug free work environment. In addition to the very competitive compensation package and benefits, we provide the opportunity to become an integral part of the continued growth of our organization. We associate with only the best and the brightest; if you consider yourself to be capable of becoming one of the best Regional Account Managers, please email Human Resources at [resume@cacvibe.com](mailto:resume@cacvibe.com).