



## **National Account Manager, Eastern Region**

### **Position Summary**

This position will be responsible for the sale of Heli products to key National/Major accounts in the Eastern region.

### **Responsibilities**

Product responsibilities will include Class I, III, IV, V, and VI products with capacities from 2,000# to 36,000#. Additional duties will be to assist Authorized dealers in their efforts to penetrate dealer managed major accounts utilizing the Heli product line.

### **Qualifications**

- A minimum of a BS degree or a minimum of 5 years equivalent work experience within the material handling industry.
- A minimum of 5 years direct forklift sales with emphasis on major accounts
- Must be able to identify and qualify target accounts
- A strong background in financial merchandising is desired.
- Must have the ability to develop and present professional marketing proposals to all levels of corporate staff
- Strong Microsoft Office skills (Word, Excel, PowerPoint and Outlook)
- Experienced in desktop publishing software such as Adobe Illustrator and Photoshop.
- Excellent communication skills
- Good organization skills
- A motivated, self-directed, self-starter who can take on multiple projects at the same time and prioritize with minimal supervision.
- Energetic, willing to take on new projects
- Ability to Multi-task

### **Work Experience**

At least 5 years direct material handling experience in positions of increasing responsibility. Experience should include direct retail sales experience combined with sales management responsibility. Experience with Marketing programs and the design of collateral sales materials would be a positive attribute.

**To apply, click the “Apply Now” button on our Careers web page and attach your resume to the email.**

**2005 Fletcher Creek Drive, Memphis, TN 38118**

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