

NATIONAL ACCOUNT MANAGER-GOVERNMENT

Nilfisk-Advance, Inc., the world's premier manufacturer of professional cleaning equipment, has an excellent opportunity available for a Government National Account Manager position in Atlanta, Georgia.

The Manager of National Accounts- Government is responsible for direct sales to Federal / State and Nish accounts. They will also participate in and direct the development, establishment and motivation of Industrial Regional Managers and Commercial Regional Managers to provide assistance and support to meet their Sales Objectives.

- Sell a superior program to qualified end users ensuring the mutual benefit of both the end user and Nilfisk-Advance.
- Assist in the demonstration of equipment and installation to all new Federal, State and Nish end users.
- Communicate information to our direct accounts as necessary and appropriate
- Coordinate and Assist efforts with the Government National Accounts Team
- Work closely with Product Management on pricing aftermarket parts and accessories to be competitive with our competition.
- Establish qualified Service Centers and/or work with Commercial and Industrial Dealers to service and properly maintain equipment.
- Establish proper warranty coverage that is consistent with Nilfisk-Advance policies, while ensuring that they are comparable to our competitors' policies.
- Work with Industrial and Commercial Regional Managers to ensure that our end users receive proper support from all business lines.
- Ensure that all overrides for demonstration and installation are paid correctly and promptly.

QUALIFICATIONS:

- Four year college degree in Marketing, Business Administration or related field of study
- Minimum of six (6) years industrial/commercial sales experience
- Prior Military experience is required
- Must be a self-starter, self-motivated, have good business acumen and self-discipline
- Must display strong selling skills, enthusiasm, perseverance, reliability and ethical standards

- Must be able to demonstrate...
 - Strong communications skills
 - Strong time management and prioritization skills
 - Solid product demonstration and product presentation skills
 - Strong problem solving skills
 - Computer skills (MS Office applications)

- Must be willing to travel overnight on an extensive basis
- Must be willing to transport any and all equipment for demonstrations
- Must be willing and able to conduct seminars, extensive building evaluations and recommend equipment for respective buildings
- Must be able to successfully pass a physical including lifting, standing for prolonged periods, driving for safe periods of time, etc.

We offer a competitive salary, commission and bonus, company vehicle, all expenses paid and a comprehensive benefit program.

In order to be considered a qualified applicant, you must meet all of the above requirements. Candidates who meet those qualifications should submit a resume including a cover letter with salary requirements to:

USCareers@Nilfisk-Advance.com
EEO/AA/M/F/D/V
NO AGENCIES PLEASE

