



Job Title:	National Sales Manager	Job Category:	Sales
Location:	Arizona (Remote)	Travel Required:	National
Pay:	Salary / Exempt	Position Type:	Full - Time

MISSION, VISION, & VALUES

Mission: *The mission of Blue Square is simple: to manufacture and supply the most innovative and high-quality products possible to the pool industry.*

Vision: *To become a global leader in pool equipment manufacturing.*

Values:

- *Integrity: Do what we say we will.*
- *Quality: Provide outstanding products and unsurpassed service that, together, deliver premium value to our customers.*
- *Continuous Improvement: Display a constant desire for progress.*
- *Honest Communication: Communicate fearlessly to build trust.*
- *Initiative: Exhibit a strong will to win by leaning forward and displaying urgency.*
- *Have Fun: Smile and enjoy the ride.*

JOB DESCRIPTION & RESPONSIBILITIES

As a swimming pool equipment manufacturer, we are looking for a National Sales Manager candidate. We prefer candidates with combined selling experience and a technical product or engineering background. The successful candidate will be naturally driven and have strong relationship building and presentation skills. Candidate will have a strong track record in a sales and business development position with experience in the pool industry.

ESSENTIAL DUTIES

ROLE AND RESPONSIBILITIES

- Develop and implement sales strategies to grow and scale the business
- Lead the nationwide sales team by setting and achieving sales targets
- Travel throughout the United States to train and guide company representative firms, call on distributors, dealers, builders, OEM’s, and prospective customers to obtain new business and expand existing business
- Advise dealers and distributors concerning sales and advertising techniques
- Analyze market trends and sales data to assist in sales promotions for present and future business
- Display or demonstrate products, using samples to explain features, attributes, and advantages over competition
- Review market analyses to determine customer requirements, volume potential and competitive pricing
- Coordinate between customer service, technical service, engineering, and other departments as appropriate to improve products and customer experience
- Manage expenditures of the sales team to conform to budgetary requirements
- Develop and maintain a comprehensive list and profile of key accounts and contacts (direct and non-direct) in a computerized database program such as Salesforce
- Prepare monthly progress reports, monthly itinerary, weekly call reports and weekly expense reports in a timely manner and submit to Chief Operating Officer
- May be responsible for the training and management of sales representatives and regional sales managers
- Develop a national strategy for attending trade shows and/or association meetings to promote company products

QUALIFICATIONS

EDUCATION REQUIREMENTS

- BSc degree in Sales, Business Administration, or relevant field

PREFERRED SKILLS

- 5+ years managing a high-performance sales team in the pool industry
- Exposure to and connections within pool equipment distribution channels nationwide
- Technical certifications related to the pool industry a plus
- Ability to understand and analyze sales performance metrics
- Sound negotiation and consultative sales skills
- Effective communication skills
- Exceptional customer service skills
- Travel up to 75%, including day trips and overnight trips (must reside within 1 hour of a major international airport if not in AZ)