



National Account Manager

National Roofing Partners (NRP) is a Dallas based national association of large and successful commercial roofing contractors with 65 current partner members and 100 service locations across the country serving the roofing repair and roof replacement needs of national and regional multi location accounts. The objective of the National Account Manager position is to achieve the revenue and profit plans of an assigned national accounts sales territory. The assigned national account sales territory will contain approximately 50-75 “Named” large multi location commercial facilities accounts/prospective accounts in an assigned geographic region. Some of the essential functions of the NAM position are:

- Develop, update, maintain and execute an approved annual national accounts territory sales plan that includes developing target account prospects, their sales cycle plans, their projected revenue, their projected decision dates, and their projected implementation/first service dates.
- Create and maintain outstanding professional business relationships with key executive level decision making contact(s) and multiple/various coaches, implementers and influencers within current and prospective regional/national roof maintenance and repair services accounts.
- Utilize consultative selling skills to learn about the prospect/customer’s business and roof maintenance and repair service needs to position NRP products and services as the answer to those needs, and to motivate and move the decision maker(s) to desired decisions, next actions, or next steps in the sales cycle.
- Develop and maintain comprehensive roof maintenance and repair services programs for NRP customers.
- Prepare and present NRP roof maintenance and repair services program proposals, presentations, price quotes and RFP responses that demonstrate an understanding of the customer/prospect needs, that illustrate features, advantages, and benefits of NRP services as an answer to the customer/prospect needs, and that profitably position NRP services to address the identified customer/prospect needs.
- Build and maintain strong relationships with NRP Partners located within the national account sales territory specifically, and with all Partners generally, and to work with the field operations teams of our Partners to insure national account roofing maintenance and repair service programs get successfully implemented and maintained.

Required Employment Experience and Skills:

- Minimum of four years outside business to business service sales experience with at least two full years of multi-location/regional/national account sales experience where you were the primary sales contact to the primary decision makers for an entire region or country of large national and regional accounts.
- Must be able to demonstrate a consistent history of attaining formal annual, quarterly and monthly revenue plans.
- Experience with salesforce.com a plus.
- Experience in a large, defined geographic sales territory, utilizing a “Named Account” approach and demonstrating strong time and territory planning skills.
- Experience in the creation and execution of annual, quarterly, monthly and weekly national account sales territory plans.
- Experience and demonstrated success in selling a blend of large accounts from both an annual revenue (\$500,000+ per account) and/ or number of locations (100+ per account) perspective.
 - Must

Competitive base salary, annual bonus opportunity, monthly car allowance and paid company benefits.

Location: Dallas

Email your resume to recruiting@nationalroofingpartners.com