



## Position Profile – Regional Sales Manager

### Company Profile

NSS has been engaged in the design, manufacture, and sale of floor cleaning equipment for commercial applications since 1911. Domestically, the company markets its products through two paths: to local end-users through Janitorial/Sanitary Supply distributors, and directly to multi-location strategic accounts. Manufacturing is performed at the company headquarters in Toledo, OH.

NSS places a premium on ‘doing the right thing’, ‘doing things right’, collaboration, and high achievement. It is a lean, solid company positioned for continued success.

### Position Responsibilities

The Regional Sales Manager drives all aspects of sales with the Janitorial/Sanitary Supply distributors and regional strategic accounts in Minnesota, Missouri, Western Iowa, Kansas, Nebraska and North and South Dakota. Preferred candidate will be from Omaha or Kansas City. 75% travel is expected. This position reports directly to the Vice President of Sales.

Specific responsibilities include:

- All aspects in finding and securing new distributor and strategic accounts in geographies and market segments as directed.
- Assist in the development and maintenance of the current distribution network in the region.
- Field support for key trade shows activities.
- Conduct product demonstrations and product training as needed.
- Manage all “test” sites, gathering results and maintaining excellent communication with participants.
- Additional special projects as needed

### Background and Experience

- Experience prospecting, securing and developing distribution accounts.
- Prior experience working for/with manufacturers of complex electro-mechanical products required.
- Experience in a direct sales role, ideally in an industrial or b-to-b business, highly desirable.
- BA in business or other related field is preferred.

### Skills and Attributes

- Positive can-do attitude
- Strong organizational skills with ability to manage multiple activities and priorities
- Excellent written, oral communication, and presentation skills
- Strong customer (internal and external) service orientation
- A solid individual performer with a team orientation to challenges
- Integrity, honesty, practicality, consistency, clarity and a constructive bias are all expected
- Competency with MSWord, MSExcel, MSPowerpoint

Candidates should respond with letter and resume to Liesa Taylor, Human Resources Manager at 3115 Frenchmen’s Road, Toledo, Ohio 43607 or [ltaylor@nss.com](mailto:ltaylor@nss.com) . For more information about NSS Enterprises, visit our website at [www.nss.com](http://www.nss.com). A competitive base salary plus bonus and excellent benefits package including medical, dental, life insurance, long term disability, 401K, vehicle, laptop and phone await the successful candidate.