



## **JOB DESCRIPTION**

**Job Title:** Wholesale Account Manager - Outside Sales Rep

**FLSA Status:** Exempt

**Reports to:** Vice President of Sales and Business Development

### **Summary:**

As the Wholesale Outside Sales Representative, you will manage Wholesale accounts from the Twin Cities south and into Iowa. You will manage Mulcahy's customers and product lines which the wholesaler represents in those states. Located in Eagan, MN, you will be the main point of contact for your customers while being supported by our inside sales team. Travel and overnight stays required as necessary to maintain positive relationships and trust with customer base.

### **Duties/Responsibilities:**

- Develop a deep understanding of our equipment lines and those of our competitors, to confidently and accurately assemble and share product information with wholesalers.
- Write up customer orders and forward them to the Customer Service Department or Project Management Team for processing.
- Inform customers of new products and services and maintain interest in products lines.
- Develop and maintain relationships with existing customers and prospect for new customers.
- Assist customers with the use of product software/websites.
- Market and support our products at job sites, customer locations, and trade shows
- Keep current on latest product line information and provide

### **Required Skills/Abilities:**

- The ability to express oneself clearly in conversations and interactions with others. Organizes information clearly and concisely in writing. Ability to present effectively in front of small and large groups of industry peers.
- Builds and maintains customer satisfaction with products and services offered by the organization.
- To work with a variety of people each day and build relationships and network. Interact positively with co-workers and customers.



# MULCAHY

- Adapts to changing business needs, conditions, and work responsibilities and works with a variety of situations, individuals and groups.
- Takes personal responsibility for the quality and timeliness of work and achieves results with little oversight.
- Must be able to effectively prioritize large numbers of tasks, delegate to others as appropriate, and be willing to work added hours, when necessary, to meet deadlines or complete tasks.

## **Education and Experience:**

- B.S. in Business Management, Mechanical Engineering or closely related degree or 5 years of relevant work experience
- Strong Computer skills, ability to read and interpret building design plans and specifications and design/build narratives
- Technical and practical knowledge of HVAC/Plumbing systems and equipment

## **Physical Requirements:**

- Sit for extended periods in front of a computer screen or in a car
- Ability to lift and carry materials weighing up to 50 pounds.
- Ability to travel, 5-10% overnight travel.

## **Compensation and Benefits:**

- Salary Range: \$85,000 - \$115,000 per year
- E.S.O.P & Safe Harbor 401K retirement plan
- Health insurance
- Dental insurance
- Health Savings Account (HSA)
- Company-paid life insurance, short- & long-term disability insurance
- Generous PTO package that starts with 20 days and increases with tenure
- 10 Paid Holidays