



## **Job Title** **Market Development Manager**

**Location: Indianapolis, IN**

### **Position Purpose:**

Achieve a market leadership position in Indianapolis by aligning market leading customers with our core product brands; CAMO®, PRO-FIT®, and STINGER®.

### **Responsibilities:**

This role offers a unique and challenging opportunity for an individual with strong business acumen, deep relationships, high energy and entrepreneurial gifts to create a market leadership position for this business unit.

This position will report to the Northwest General Manager.

### **Job Description:**

Specific duties include, but are not limited to:

- Establish new relationships and expand existing ones in this market that include some of the most respected names in the building industry, including lumber dealers, regional chains, roofing/hardware wholesalers, and supply houses, throughout the Region
- Cultivate, maintain and grow relationships increasing business and ensuring excellent client relations
- Bring core product specific knowledge, application and value to the customers
- Lead all sales and account/planning for the Region.
- Understand, assess and anticipate customers strategies and requirements to identify and pursue sales opportunities

## **Skills and Experience**

**Character:** The successful candidate will be an energetic, organized self-starter possessing a desire to serve. Demonstrated leadership abilities and commitment to self-development are a must. Ability to model and inspire others to model our Eight: Servant Leadership, Integrity, Sound Judgment, Courage, Curiosity, Discipline, Energy-Giving, and Mentoring is a necessity.

**Competence:** Qualified candidate will possess:

- 5 years experience in the Building Supply industry
- Proven record of professional sales experience
- Strong collaboration and negotiation skills



- Excellent communication and organizational skills, detail orientation, and persistent follow through required

**Chemistry:** Ability to work and grow with a successful team. Must fit the culture of NN.

**Competitive:** Must be a confident, independent self-starter with competitive drive, initiative, a sense of urgency and the ability to make decisions and take responsibility for them.

**Compensation & Benefits:**

The qualified candidate will receive a competitive compensation package commensurate with experience that includes salary and bonus, employee stock ownership, 401(k), and complete health benefits package.

**Apply:**

Please e-mail resume to [careers@nationalnail.com](mailto:careers@nationalnail.com)