

## Commercial Vehicle Sales Job Description

**Job Title:** Commercial Vehicle National Accounts Manager

**Reports to:** Vice President of Sales

### **Exciting Opportunity for Sales Professionals: Join Us as a Commercial Vehicle National Accounts Manager!!**

Are you a motivated sales professional looking for your next big opportunity? Join our team at ASA, as a Commercial Vehicle National Accounts Manager and drive the sales of our top-notch commercial and specialty vehicles!

Why ASA? From the beginning, ASA has been a leader in the design and engineering of electronics geared toward mobile markets. We've accomplished this by partnering with customers who value more than just a supplier. They want a partner in creating innovative solutions and visionary thinking for the future.

### **Our Core Values:**

- **Solving Problems:** Trust your expertise and collaborate to find solutions from every angle.
- **Setting the Tone:** Be approachable and transparent, creating an atmosphere that puts others at ease.
- **Drive Forward:** Embrace innovation and seize opportunities to advance the business and market.
- **Find Balance:** Prioritize effectively between work, family, friends, and community.
- **Own It:** Take initiative, address issues, and do the right thing every time.

**Role Overview:** As a Commercial Vehicle National Accounts Manager, you will:

- Execute a strategic sales plan to drive commercial vehicle sales within your territory.
- Identify and target potential customers, including businesses, contractors, and mid-sized fleet owners.
- Conduct market research to understand customer needs and competitor activities.
- Build a strong sales pipeline through prospecting, qualifying leads, and converting them into sales.
- Collaborate with the Division Vice President and marketing team to implement promotional strategies.
- Conduct field-based product demonstrations at customer locations.
- Build and nurture strong relationships with customers, dealers, and industry influencers.
- Meet and exceed sales targets, consistently achieving quarterly and annual revenue goals.

### **What You Will Gain:**

- Competitive benefits, including health insurance, paid holidays, and vacation pay.
- Continuous training to develop your full potential.
- Access to a network of mentors and networking opportunities.
- Top-quality technology to enhance your efficiency and customer service.

**Qualifications:**

- Bachelor's degree in business, marketing, or a related field preferred.
- 2-5 years of proven experience in B2B territory sales, preferably within the commercial vehicle industry.
- Strong entrepreneurial drive and desire to build a successful sales territory.
- Knowledge or willingness to learn about commercial vehicles, industry trends, and regulations.
- Experience selling to industries such as assisted living, skilled nursing, contractors, hospitality, and more.
- Excellent communication, presentation, negotiation, and closing skills.
- Self-motivated, results-oriented, and able to work independently.
- Proficient in CRM software, MS Office suite, MS Teams, and Zoom.
- Valid driver's license and willingness to travel extensively for face-to-face sales calls.
- Ability to lift a minimum of 15 pounds.

Join our dynamic sales team and make a significant impact on the growth of our commercial vehicle business. If you are a driven sales professional passionate about the specialty vehicle industry, we want to hear from you. Apply now!

Email: [Jobs@asaelectronics.com](mailto:Jobs@asaelectronics.com)

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