

Summary

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McCloskey International Limited is a world leader in the design and manufacture of innovative crushing, screening, and conveying equipment used in the construction, recycling, landscaping, and aggregate industry sectors. We are seeking a Dealer Manager to further generate growth for McCloskey in the AMER market area. The overall purpose of the job is management and development of an external distribution network together with identifying and onboarding new suitable distribution partners. Success in this position requires prior experience in heavy equipment distribution sales and the aggregates sector. The role report to the Sales Director McCloskey.

Main tasks & responsibilities

- The overall responsibility for all sales through external partners within the stated territory, including meeting the performance targets, which are set annually and are included in the annual business plan.
- Develop relevant Annual Business Plan and follow up execution with dealer.
- Follow up on distributor performance, developing corrective action plans when required.
- Develop and implement training programs for individual distributors ensuring the required skill and personnel levels are within the partner's organization.
- Identifies and proposes territory development plans.
- Support dealer in commercial activity at customer/customer events as required.
- Drive, manage and support dealer inventory levels (maximize end customer availability).
- Prioritize activities/actions to get the best Return on Investment.
- Identifies distributor candidates and assists in negotiations of distributor standard contracts.

Location/Site

United States

Reports to

McCloskey Sales Director

Travel Requirement

- Be willing and able to travel both domestically and internationally when needed.
- Flexibility to travel with little awareness prior to travelling.
- The travel requirements of the job are estimated to be 50%.

Department

Sales

Responsible for

Dealers

KPI's

- Market share
- Revenue
- Dealer NPS
- Customer NPS
- BP completion rate %

Key skills & knowledge

- Result focused, you have a proven track record achieving business targets.
- Experience in aggregates industry.
- Strong negotiation & interpersonal skills to build and maintain good relationships with distributor and customers.
- Fluent in English, both written and verbal along with another language an asset.
- Must be computer literate in all Microsoft office packages including Excel with a good knowledge of databases.
- Excellent presentation skills to a wide audience.
- Comfortable in communicating at all levels of authority.

Health & Safety

- Complete the necessary risk assessments required.
- Enforce EHS compliance with Dealers and Contractors.
- Attend necessary training arranged by the company.
- Maintain active MSHA certification (Annually).
- Carry out any other duties as required by the company.