



Job Description Title	:	McCloskey Dealer Manager, AMER
Department	:	Sales & Marketing
Grade Level	:	10
Reports to	:	McCloskey Sales Director
Location	:	North America
Date Prepared	:	May 2026

BACKGROUND:

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 and Screen Machine in the North American East (Georgia – Maine, Eastern Canada) 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.

MAIN 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.
- Follow accounts receivable and overdue collection.
- Gathers market intelligence on current distributors, distributor candidates, competitors, and customers to distribute as appropriate and to define the best way forward to drive growth.

KEY SKILLS AND KNOWLEDGE:

- Result focus, you have a proven track record achieving business targets.
- Experience in aggregates industry.
- Sales Management with strong business acumen
- Strong negotiation and interpersonal skills to build and maintain good relationships with distributors and customers.
- Understanding of distribution management
- 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.
- Positive, open-minded, you welcome new ideas and initiatives to drive business development in a changing world.
- Technical knowledge that helps you to understand technical issues.

- Comfortable in communicating at all levels of authority.

Behavior Requirement:

- Ambassador of Mc Closkey, you have a code of conduct, ethics, and behavior that reflects the company goals and aspirations.
- Positive & Open minded.
- Team Player.
- Capability to prioritize work according to short term and long-term goals.
- You match & embrace McCloskey values: High Ambition Always, Customer in Center, Working Together, Open & Honest.

KPI's:

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

Please note: The above statement reflects the general details considered necessary to describe the principal functions of the job identified and shall not be considered as a conclusive or definitive description of all work required in the job. It is not intended to be rigid or inflexible and may alter as the company's strategic direction changes.

Employee Signature

Date

Manager Signature

Date

PHYSICAL DEMANDS REQUIREMENTS

Job Title:	Dealer Manager – East – McCloskey/Screen Machine			Site/Location:	North America
Days per Week:	5	Hours per Week:	40	Completed by:	

The Physical Demands of this Position

N = NEVER	Not Present	F = FREQUENTLY	Occurs 1/3 to 2/3 of the time
O = OCCASIONALLY	Occurs 1/3 of the time	C = CONSTANTLY	Occurs 2/3 or more of the time

Physical Demand	N	O	F	C	If accommodation is needed or you cannot meet this requirement, please explain in the corresponding box:		
Sitting, Standing, Walking			X				
Climbing/Balancing, Stooping/Twisting		X					
Kneeling, Squatting, Crawling		X					
Push/Pull		X					
Reaching		X					
Gripping, Pinching		X					
Keyboarding		X					
Neck Rotation/Extension		X					
Visual Acuity (Near/Far)				X			
Lift/Carry	N	O	F	C	If accommodation is needed or you cannot meet this requirement, please explain in the corresponding box:		
Up to 10 lbs.			X				
11 to 25 lbs.			X				
26 to 50 lbs.		X					
Over 50 lbs. (2 person or lifting apparatus used)							
Environmental Conditions	Y	N			Y	N	If accommodation is needed, please explain in the following box:
Uneven Ground	X		Exposure to Dust/Fumes		X		
Excessive Noise	X		Exposure to Biohazards		X		
Extreme Temperatures		X	Exposure to Hazards		X		
Working at Heights	X		Working with Machinery		X		

Employee Signature

Date