

National Sales Manager, Metals (Remote, East Coast)

Everguard is searching for a National Sales Manager to help identify sales opportunities, close business, and make sure customer needs are being met and understood throughout the company. This role will report to the VP/GM of Manufacturing & Safety. This role is focused on selling into heavy industries such as steel production.

Duties and responsibilities

Daily duties include:

- Communicating with clients to ensure that all their needs are understood and addressed (use cases, current pain points, etc.)
- Building strong client relationships to maintain old business and acquire new customers
- Collaborating with various internal departments within Everguard to ensure that they understand and address customer requests
- Resolving complaints and keeping track of all processes that pertain to the client's desires
- Acting as the client's representative to ensure that their demands are met with a focus on improving the customer experience
- Presenting our solution and creating a vision for prospective customers
- Collecting and analyzing data concerning consumer behavior to understand changing needs
- Properly manage client's expectations and follow through on commitments
- Has a strong business background, but also grasps technology
- Participate and support events to proper company and solutions and acquire new business opportunities
- Engage with multiple customers on a daily basis by reaching out to new clients, and by developing campaigns for maintaining customer loyalty
- Meet quarterly quotas
- Up to 50% travel may be required to steel mills, factories, and other companies that service heavy industry and manufacturing sector.

Requirements and Qualifications:

- Understanding of metals/steel industry and/or manufacturing is a very big plus
- Organized and Detail Oriented
- Client-focused
- Strong Verbal and Written Communication
- Excellent Interpersonal Skills
- General Consulting Skills
- Warm Professionalism
- Emphasizing Excellence, Positive Attitude, Self-Starter, Motivated

Experience:

- At least 4+ years in enterprise selling/large account management
- Lives East of the Mississippi River (Majority of customers are in Eastern part of the US.)
- Competent in heavy industry, such as steel, manufacturing, warehousing, etc.
- Proven track record in developing new business
- Trade show & exhibit hall understanding

About Everguard:

Everguard's mission is to protect companies' most important assets — their people — with the first truly proactive solution dedicated to industrial safety. Their Industrial Health and Safety platform utilizes artificial intelligence (AI) and sensor fusion driven by technologies that include edge computing, computer vision (CV), real-time location system (RTLS), wearables and others. Everguard's Senti360™ solution provides proactive interventions to help prevent and avoid industrial accidents and the billions of dollars in fees and lost-time incidents they cause.