



National Accounts Manager | Oil Separators

Kansas City, KS

Sales

Job Description

We are not big fans of the “used car salesman” approach. We believe that teaching our existing and potential customer groups about our value proposition is the most authentic way to sell a product. As National Accounts Manager, you are the conduit between Striem and Brand Decision Makers as it relates to the oil separator that gets installed in all of their stores. You will increase product awareness among Brands, Architects, and Engineers that are responsible for making or impacting the oil separator selection decision.

Responsibilities

- Support existing Brand Partnerships:
 - Establish proactive touch-base cadence that provides value.
 - Maintain key contact relationships.
 - Support and rectify any local jurisdiction issues that arise from the use of our oil separator.
 - Track all communication and keep accounts up to date in Salesforce.
- Win new Brand Partnerships:
 - Utilizing our plans room software, research and target oil change / service station key players based on new stores per year.
 - Execute our “win cycle”, which is:
 - Establish relationship → Educate on our solution → Earn their trust → Secure prototype oil separator specification.
- Develop and execute brand-specific strategic sales and marketing initiatives.
- Master the regulatory climate (plumbing code) in project locations with approval issues.
- Listen to, document, and communicate product ideas that are conveyed to us from “the field.”
- Travel monthly to call on Brand Targets and/or existing Brand Partnerships.
 - Willingness to be flexible on travel due to the ad hoc nature of the win cycle.
- Set-up and exhibit at Brand-specific and Industry trade shows around the country.

Qualifications

- Excellent communication skills
- Experience making people happy
- High emotional intelligence
- Ability to present in front of a large group
- Sales experience preferred
- Proficient with Microsoft Word, PowerPoint, and Excel
- Sense of humor

Area

The Sales Team has one primary objective: provide a memorable customer experience. We think all else will follow.

About Striem

Striem manufactures oil separators, solids interceptors, and chemical waste tanks. We hold a unique position in the pretreatment industry as the only company to manufacture only these three product lines. Focus is our friend. Our goal is simple: be the industry leader in all three categories. We’d like you to join us.

Please send resumes and/or inquires to gabe.ismert@striemco.com.