

JOB DESCRIPTION

Job Title: Container Sales Manager - NAM

Reports to: Senior Director, Container Sales

Location: Montvale, New Jersey, US

Summary:

In this role, you will be responsible for identifying and negotiating with buyers for the sale and rental of SeaCube Containers' fleet assets as well as other 3rd parties in addition to maximizing sales revenues to meet corporate objectives. You will play a pivotal role in driving revenue growth and expanding our customer base.

Responsibilities:

- Accurately forecast annual and monthly sales volumes by equipment type, grade, and location.
- Develop specific plans to ensure revenue growth - this would include identifying target customers by region.
- Visit prospective customers to stimulate interest in establishing or expanding sale activity. Travel is deal specific and prospect related. Travel is dependent upon the development of new business and the maintenance of acquired accounts.
- Provide pricing recommendations on a daily basis to conclude the sale and lease of assets to company management for their approval and execution.
- Provide customers with detailed descriptions of equipment offered for sale often explaining line items from the most recent Equipment Interchange Receipt.
- Develop transportation plans to move equipment to customer demand locations.
- Price, in conjunction with headquarters staff, the relevant costs to move equipment.
- Work with Regional Operations staff to grade and repair units for sale if required to conclude a sale.
- Supply potential buyers with inventory lists to promote the sale of units.
- Conduct in field inspections with buyers at depot facilities to promote the sale of SeaCube Containers' maritime assets.



Essential Job Functions:

- Reaching sales goals as set by management.
- Develop customer base necessary to meet all sales forecasts and budgets.
- Maintain a high level of product and vendor knowledge.
- Attend trade shows and association meetings as required.
- Prospecting for new business, preparing/presenting proposals and maintaining existing relationships.
- Serve as point of contact for business customer issues.
- Monthly reporting and updates of sales.
- Management Experience- small team.

Qualifications:

- Possess good market knowledge and coverage complimentary to and able to strengthen ours.
- Uncompromising integrity.
- Strong team player.
- Positive attitude.
- Strong interpersonal skills.
- Ability to effectively manage time and prioritize multiple responsibilities.
- Ability to deal with customers, vendors, and all channels of distribution to assess and analyze situations.
- Excellent verbal and written communication skills.
- Self-motivated and ability to excel with minimum supervision.
- Knowledge of internet and data connectivity products and services.
- Good PC skills with proficiency in Microsoft Word, Excel, and PowerPoint.
- Ability to work well with customers and co-workers in a team environment.
- Ability to write and present effective proposals.

Minimum Qualifications:

1. Bachelor's Degree or equivalent experience desired
2. At least 7+ years of independent experience in selling equipment

All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, disability, national origin, or veteran status.