



## IMMEDIATE EMPLOYMENT OPPORTUNITY

### International Sales Manager



#### **Nationwide Boiler Delivers:**

- *Competitive Salaries & Incentives*
- *Attractive Benefits Package*
- *Safe & Comfortable Working Conditions*
- *Opportunities for Advancement*
- *Challenging Work Assignments*

#### **Benefit Highlights:**

- *Paid Family Medical & Dental*
- *401K/Profit Sharing Plan*
- *9 Paid Holidays a Year*
- *Paid Sick Leave*
- *Employee Life Insurance*

#### **Corporate Quick Facts:**

- *Founded in 1967, Privately Owned*
- *Products Include Boiler Rentals/Sales, SCR Systems, Economizers, Feedwater Systems & PLC Controls*
- *Over 60% of Sales are from Repeat Customers*
- *25,000 sq. ft. Fabrication Facility*

#### **Nationwide Boiler Inc.**

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Fremont, CA 94538

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\* Benefits are subject to change without notice.

Nationwide Boiler Inc. is seeking an experienced and motivated International Sales Manager who will be responsible for the worldwide sales, and marketing for Nationwide Boiler's fleet of package and mobile rental boilers, feedwater systems, air pollution control equipment, and related equipment. This position is located in either Fremont, CA or Houston, TX.

#### **Major Duties & Responsibilities**

- Develops and executes an international sales network focused on industrial markets within target market areas. This includes seeking, appointing, and managing new representatives, strategic partners and suppliers who can promote Nationwide Boiler's products and services.
- Visit and/or prospect new and existing customers to build customer relations and to generate new sales opportunities.
- Determines customer requirements and the general scope of equipment.
- Submits proposals and sales presentations to customers.
- Receives and processes new sales inquiries.
- Interacts and interfaces with other departments within the organization including engineering, service and the fabrication facility.
- Provides technical assistance to customers, as required.
- Maintains an awareness of market conditions and competitor intelligence.
- Prioritizes markets and determines market entry strategy for new countries and regions.
- Responsible for meeting MBOs appointed by the Vice President of Sales.
- Assists Nationwide Boiler's Marketing department in the promotion of Nationwide Boiler's products and services at trade shows, seminars, and conferences, as needed.
- Provide company marketing materials, branding guidelines and other sales support to representatives and partners.

#### **General Knowledge & Skills**

- Ability to communicate effectively with customers, vendors, partners and others within the organization.
- High level of motivation, organization skills and the ability to prioritize tasks.
- General computing skills including experience using Microsoft Office applications.
- Ability to meet sales goals and objectives.

#### **Preferred Requirements**

- College degree with at least 3-5 years of relevant work experience
- US Citizenship
- Fluent in Spanish is preferred.

This position reports to Nationwide Boiler's Vice President of Sales and Marketing. Up to 50% of international travel is required.