

Position: **Dealer Field Manager, Clear Choice Water Group**
Location: **Appleton, WI**
Reports to: **National Channel Manager**
Hours: **Full time**
Website: www.Water-RightGroup.com

Essential Duties and Responsibilities

The Field Manager role specializes in the business development of a very specific group, and type of customer through in-field customer support and training. The Field Manager is integral in assisting in the development and conducting of training seminars and workshops that are primarily focused around integrating and selling branded products and technologies into a dealership, best practices, business operations and management in order to help drive dealer success and loyalty within the channel. The Field Manager will also assist in the creation, but more importantly in the promotion/integration of key dealer programs within the dealerships.

The Field Manager, Clear Choice Water Group will exclusively focus and work within Water-Right Group's Clear Choice Water Group (CCWG). The CCWG is a network of select branded dealers that offers its members unique brands, products, programs and support in order to help them become leaders within their respective markets. By working directly within dealerships and by focusing on the CCWG network, the Field Manager will become an in-field channel expert and provide ground-level voice of the customer. The Field Manager will work hand-in-hand with Regional Sales Managers and the National Channel Manager to identify and understand the network's needs and opportunities in order to assist in driving long-term sustainable dealer growth.

Responsibilities To Include:

- Conduct in-field training for Clear Choice Water Group dealers
 - Training seminars & workshops will occur inside of individual dealerships, at regional events, dealer conventions and/or webinars.
 - Core areas of focus will be, but not limited to: how to position and sell core products & technologies, in-home sales, sales management, financial and operational best practices, service programs, lead generation, and more.
 - Coordinate with and assist RSM's in product and technical training events
- Assist in the development of business/sales/product support materials & modules that can be used across the CCWG dealer network and during in-field trainings
 - This may include training presentations, sales pitch books, sales processes, rental/sales agreements, maintenance/service plans
- Assist in the creation of and be able to conduct a 1st class sales & product training program
- Willing and able to entrench oneself within different dealerships models in order to define and articulate "best practices" for the modern-day dealership
- Support new and existing dealers
- Help to establish formal new dealer processes and procedures to fast track on-boarding
- Work with RSM's and National Channel Manager to develop and execute new dealer transition plans and brand integration.
- In-home or consumer sales and dealer operations management a plus
- Focus exclusively on CCWG dealer type
- Help dealers integrate the CCWG products, technologies, and programs into their day to day business
 - Programs may include marketing and advertising co-op, consignment, consumer financing, dealer awards, sales recognition
- Help to provide ground-level voice of the customer back to the division manager

- Maintain a strong understanding of the competitive landscape

Job Requirements:

- A four-year degree from an accredited college/university or equivalent work experience
- 5 years in sales (consumer, dealer, or in-home)
- Experience within a sales/service dealer channel
- Water treatment experience preferred, but not required
- Technical aptitude in order to be able to train to the different products & technologies when it relates to selling
- Minimum of two years' experience in a sales training capacity
- Ability to assist in the development of product sales, sales management, marketing and market development programs
- Ability to train, mentor and motivate a professional level dealer's sales team and staff
- Good oral, written and email communication skills
- Working knowledge of Microsoft Office (Excel, Word, PowerPoint)
- Ability to travel 75% of the time to visit dealers and to corporate office
- Comfortable and willing to speak on camera (webinars or recorded video series)
- Past general manager experience within a water treatment dealership business is considered a plus

Benefits

Water-Right is a growing company that offers a competitive benefits package after 60 days to all full-time employees, such as health, dental and vision insurance, life insurance, PTO time, HSA account, Flexible Spending Account, and inter-company events and programs. 401K contributions are available after the first year of employment. Additional benefits, such as bonuses, are typically paid at the discretion of management and are based on company performance.

To Apply

Please mail or e-mail your resume to:
Water-Right, Inc.
Attention: Erik Koglin
1900 Prospect Court
Appleton, WI 54914

E-mail: erik.koglin@water-right.com

On-Line:

You can upload your resume on our [website](#).

LEARN MORE

To find out more about Water-Right Group companies, brands, innovations, and markets, visit our company website at www.water-rightgroup.com

"If you're hard working and thrive in a fun and challenging environment, consider Water-Right."

Kurt Gruett, President