

About Pepco Sales:

Pepco Sales is a Manufacturers Representative Agency serving residential and commercial markets for new construction, repair and remodel. We operate in TX, OK, AR, LA, and NM. In addition to the traditional outsourced sales agency model, we also distribute goods from over 100,000 sq. ft. of distribution space throughout Texas operating as both a master distributor to the wholesale markets and as an outsourced DC for various manufacturers. Our Mission is to drive value and opportunities for our marketplace and stakeholders as the most professional, efficient, tech savvy, knowledgeable, and diverse Team in our territory servicing the Plumbing/Mechanical, HVAC/R, and Waterworks segments in the construction industry. Through the values of: - Passionate, Ethical, Professional, Continuous Improvement, Ease of Doing Business, Socially Responsible, Accountable, Leadership Mindset, Tech Forward and Respectful.

At Pepco, we are here to BUILD IT BETTER.

Summary:

The MRO/R&R Sales manager prospects to and establishes relationships with 1. MRO Distributors and 2. The top 200 MRO/R&R Contractors by volume in our territory. The basic goal is increasing both the number of product lines they sell or install but also the sales volume of product lines. A Professional, Leadership mindset is key to managing the relationships and pull-through efforts required to convert these relationships to purchase orders at our Wholesale Distribution Partners. Finally, utilize the tools and organizational knowledge of our Manufacturer Partners to be the steward of our brands to the MRO/R&R channel.

- Reports To: President
- FLSA Status: Exempt
- Department: MRO/R&R Sales
- Location: Dallas

Duties and Responsibilities:

The MRO/R&R Sales Manager is the key relationship builder at the MRO and Repair and Remodel (R&R) segments in the organization. Responsible for MRO distributors, the verticals served by MRO distributors and the top 200 Repair and Remodel contractors in the territory. Understanding that they need a Team-oriented approach to pull-through purchase orders, they must be an expert communicator and utilizer of internal and external resources to maintain the network of relationships needed to not just educate and convert R&R and MRO Contractors, but to ensure those efforts results in purchase orders at the wholesale level. The MRO/R&R sales manager prospects, nurtures deep relationships within trade organizations, creates programs, updates databases, CRM and reports, closes contractor commitments to specifications and conversions, nurtures and services R&R contractors, develops and executes on account plans with MRO wholesalers, trains, and presents. Key to the success of these efforts is

close, consistent communication between Account Managers who own Plumbing and HVAC Wholesale relationships throughout this process. Collaboration and information sharing is required

with Sales Managers, Account Managers, the Customer Service Team, and Manufacturer personnel to share and gather the information needed. By actively pursuing these behaviors each day, the MRO/R&R sales manager will achieve the ultimate goals of growing sales at MRO Wholesalers and R&R Contractors.

Ultimately, your success will lead to opportunities for Pepco to represent additional MRO/R&R manufacturer brands, and the creation of a MRO/R&R sales team to manage the expanding influence of your role.

The MRO/R&R Sales Manager at Pepco is expected to

- Utilize our CRM in real-time entries throughout their work day.
- Use technology to accomplish their sales goals
- Creatively utilize and customize marketing resources from our internal team and manufacturers.
- Practice leadership and stewardship of their territories by becoming leaders in local trade associations.
- Utilize the resources of our manufacturers and hold themselves accountable to help our manufacturers accomplish their MRO and R&R goals.

Skills:

Familiarity with CRM platforms, Ability to build rapport with clients, Strong negotiation skills, Deadline and detail-oriented, Strong phone etiquette, Strong email management skills, Creating and executing business plans, Expert networking skills, Expert prospecting skills,

To succeed at this role you will need:

A Bachelors degree or comparable industry experience, English language, Clean driving record, clean credit record.

HVAC and/or Plumbing experience and existing relationships with builders within the industry.

We are an equal employment opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, disability status, protected veteran status or any other characteristic protected by law.