

Natsco Transit Solutions – Job Description

Sales Manager – US West

Reporting to: VP of Sales – Natsco US



Position Summary

Be the primary point of contact for Natsco parts sales & service projects in the US. The preferred candidate will be based in the western United States and support Natsco's existing customers in western sales regions, and planned expansion areas.

This is a senior sales position responsible for all sales aspects of Natsco's business, including (but not limited to): Sales, customer service, technical service, retrofit projects, warranty support, and business gathering intelligence. This is a client-facing role that will play a critical role in Natsco's continued growth, so we are pursuing a dynamic candidate who aligns with our company values.

Key Responsibilities

- Manage assigned territories, accounts, and service contracts in US: West of Mississippi with potential for some additional accounts outside this area.
- Develop and maintain strong relationships with customers & vendors
- Receive vendor training as required & support knowledge transfer between sites and customers
- Co-ordinate the transportation of mission-critical materials for purchase orders and service work.
- Be available for on-call response to urgent client issues
- Provide regular status reports

Qualifications

- Based in the western United States (flexible)
- 5 Years of customer-facing experience in the public transportation industry
- Preferred candidate will have existing relationships within the industry
- Must be a US citizen with valid passport & ability to travel to Canada on a regular basis.
- Must be fluent in English and have effective communication skills. Other language skills a plus.
- Travel 50-75%
- Ability to understand manufacturing drawings, technical manuals, and quality documentation
- Proficient with computer systems, including Microsoft Office
- Experience with manufacturing, maintenance, and vehicle systems