

Vice-President of Sales

Imagine If . . .

You were responsible for leading the sales organization of our growth-minded, industry leading, innovative brand-driven global employee-owned company.

You were challenged to grow while challenging others, finding great enjoyment in what you do and were a significant part of something much bigger than you.

You could leave an indelible legacy mark on our company and our industry through the people your life impacted.

We . . .

Are an employee-owned company that has been a proud part of the American building materials industry for over 50 years. With a storied history of innovation, some say it's in our DNA. We agree. From product to brand, to sourcing to customer-centric solutions, we are constantly asking the "what, why and how" questions that many are afraid to ask.

Our customers include the finest household names in the LBM, Roofing, Home Center, Distribution and STAFDA segments of the building industry. Whether they are National in scope with multiple locations or a single location staple of a local community, we consider it a privilege that our three proprietary brands, CAMO, Pro-Fit and STINGER, can support them nationally and globally.

Our culture is characterized as . . .

- Servant focused and growth-minded.
- High standard embraced by a dedicated team of employee-owners who enjoy the fruits of hard work while having a "bit of fun" along the way.
- Driving a pattern of growth resulting from the intentional investments in the development of our people.
- Founded on Four Cornerstones, 8 Character Traits and a simple operating philosophy of *Serve • Better • Value • Fun*. These work for us.

Your Assignment . . .

Will find you partnering closely with the President / CEO and staff in developing and leading the most respected sales organization in the building materials and heck all industries! How cool is that!

This position will lead our sales team nationwide and does not need to be based out of Grand Rapids, Michigan.

Specifically, you will . . .

- Lead our sales organization to levels needed to continually support our exciting and aggressive growth plans.
- Develop unique service and brand solutions for our customers that raise our customer experience and creates value for our company and employee-owners.
- Engage with our executive team representing the pulse of the current and future customer direction.
- Develop, mentor and coach your team.
- Challenge and support our large customer relationships and engage in all major growth opportunities.

So if you are you an adventurous, proven leader that . . .

- Has experience in the building materials industry.
- Values both the opportunity to do well professionally and grow personally.
- Resonates with our servant-based culture.
- Is focused on developing and guiding others to be their best.
- Has a bias toward action and expectation for high-performance.
- Values time in the market over time at the office.
- Has done this before and is not looking at this as a first time assignment.

Contact us at careers@nationalnail.com and invite yourself into the most impactful, life-changing assignment you will professionally have.