



Family Owned,  
American Company  
~ *Since 1972* ~

## National Sales Manager

Drexel Chemical Company is a Family-Owned manufacturer of Agricultural Chemicals. Bob Shockey began Drexel with the commitment to providing quality products at an economical price. These are the principles that have made Drexel a leader in the agriculture, turf, and ornamental chemical industry for over 50 years, as well as setting the standard for post-patent pesticides. Drexel offers a full line of Crop Protection Products, Adjuvants, and Nutritional.

### **Job Description:**

The National Sales Manager will lead Drexel's sales efforts nationwide. This role directs regional sales teams, executes national growth strategies, and strengthens relationships with key distributors and channel partners.

The ideal candidate brings proven leadership in agricultural markets, a strong record of driving revenue, and the ability to build and maintain long-term customer relationships.

This position will guide national sales initiatives, coordinate, and conduct Drexel's annual national sales meeting, enhance team performance, and expand market presence across Drexel's product portfolio.

### **Responsibilities:**

- Direct and support Regional Sales Managers to meet or exceed company sales targets.
- Create and execute nationwide sales strategies to increase revenue and market share.
- Organize and lead the annual National Sales Meeting
- Organize and lead quarterly strategy meetings with management and regional sales managers.
- Cultivate and maintain strong relationships with distributors, dealers, and key accounts.

- Track and evaluate sales metrics, forecasts, and pipeline activity across all territories.
- Partner with marketing and sales team to roll out new products and promotional campaigns.
- Identify market trends, customer needs, and competitive insights to form business strategies.
- Ensure alignment between sales, operations, and customer service functions.
- Represent the company at trade shows, industry events, and customer meetings.

### **Required Education & Experience:**

- Demonstrated experience managing regional or national sales teams, preferably in agriculture or related industries.
- Strong leadership skills with the ability to motivate and develop high-performing teams.
- Excellent communication, negotiation, and relationship-building capabilities
- Proven ability to analyze sales data, develop forecasts, and manage pipelines.
- Willingness and ability to travel extensively within the U.S.
- Bachelor's degree in Ag Business or Related Degree is required.
- 10+ years of experience in the Ag Business is required with experience in the Ag Retail or Distributor sector preferred.
- A strong agronomic background, especially with regards to CP products, preferred.

### **Compensation and Benefits:**

- This is a Salary position.
- Compensation is competitive and commensurate with years of experience.
- Bonus opportunity.
- A company-funded retirement plan is provided.
- Full Medical benefits are available including Medical, Dental, and Vision.
- Paid time off.
- Life and Disability Insurance available.
- A company vehicle, cell phone, and laptop are provided.

### **Please send your resume to:**

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