Who We Are:
National Foam, Inc. is an Original Equipment Manufacturer (OEM) of firefighting foam concentrates (foams), fixed firefighting equipment and systems, and mobile fire apparatus. The company also trains, educates, consults, and teaches customers in firefighting, fire systems design, and fire readiness. The National Foam brand is over 100 years old, is well known, and is a trusted brand for thousands of customers globally.

What We Do:
We provide fire protection equipment and solutions, primarily focused on special hazards in high-risk scenarios for the Oil and Gas, Petro-Chemical, Industrial, Department of Defense and Aviation markets. Since we are an OEM we engineer and manufacture our products and then propose solutions which we then specify, sell and deliver to our customers.

The Job:
A Midwest Regional Sales Manager. The Midwest RSM will have responsibility for sales and business development in a multi-state area including Michigan, Indiana, Iowa, Missouri, North Dakota, South Dakota, Illinois, Wisconsin, Minnesota, Nebraska and Kansas. The RSM develops sales through a large network of current customers and works organically to create new business. He or she works directly with end-user customers, fire protection engineers, EPC’s, distributors, contractors, specifying engineers, AHJ’s, government entities, and consultants.

Why Work for Us and Now:
State, federal and local legislation is mandating changes to all current foam firefighting systems that use fluorinated foams. Refineries, airports, storage facilities, terminals, manufacturing plants, even the Department of Defense is changing or gearing up for changing foams and fire protection systems and equipment. National Foam is leading in the products, engineering and consulting to execute these changes. This has created huge opportunities for focused sales professionals to be a catalyst for that change selling the National Foam brand.

What We’re Looking For:
We are looking for an experienced Regional Sales Manager with the qualifications below. We also want to hear from candidates that believe they can "step into" a Regional Managers role, coming from an engineering role or client facing customer support role with a commensurate level of technical experience.

Qualifications
- Bachelor’s degree in Fire Protection Engineering or commensurate technical experience
- 3-10 years’ work experience in sales roles, managing a territory
- Lives in the territory, near a major airport
- Willing to travel
- Experience and network in one or more target customer markets
- Familiar with or experience in technical product sales with firefighting foam concentrates
- Familiar with or experience in fluid mechanical systems

Call us if you want to discuss one of the industry’s most exciting opportunities by being part of team changing the fire protection industry in a dynamic and fast-paced environment.