



Columbus • Boston • Greensboro • Jacksonville • Memphis • Portland

OEM Business Development Manager

Are you ready to make an impact?

We're a growing industrial engine distributor (diesel & gas). You're a Business Development Manager who's an expert at developing long-term relationships with key decision-makers.

You'll be a great fit if:

- You're driven to grow sales and increase market share.
- You enjoy collaborating with a highly effective, cross-functional team to provide power solutions to original equipment manufacturers.
- You're passionate about diesel/gas engines, engine systems and components with ag, industrial, or marine equipment experience.
- You have the discipline to follow a proven sales process with a long sale cycle.
- You're a self-starter who devours competitive research, knows your market, and loves being the expert.
- You're competitive, self-motivated, and naturally curious with a confident, professional presence.
- You're good at forecasting customer revenues and unit sales.
- You honor your commitments.

What you get:

- Full benefits – medical, dental, 401K match, and generous PTO.
- Competitive compensation
- Company vehicle
- Represent a world class brand with market leading technology.
- Support from enthusiastic A-players with the resources to grow sales.
- Dynamic work with customers to bring new products to market.

Who we are:

For over 75 years Gardner has been one of the largest family-owned Outdoor Power Equipment and Engine distributors in the nation. We are enthusiastic about developing new opportunities in new territories and market segments. Our success is built by developing the best and brightest, where you are part of the Gardner family, not just an employee. You will find our values of Service, Adaptability, People, and Integrity at the heart of everything we do.

Key Qualifications:

- 5 years equivalent experience in engine sales and/or engine-related systems.
- Ability to read engineering drawings and understand technical specifications.
- Proven track record of Influencing OEM stakeholders and gatekeepers.
- Broad mechanical and electrical background with a fundamental knowledge of engines, power generation, hydraulic and mechanical drivetrain components.
- Proficiency with CRM systems and Microsoft Office.

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