DCNE
DISTRIBUTOR CORPORATION OF NEW ENGLAND
767 Eastern Avenue | Malden, MA 02148
781.322.8800

BRANCH MANAGER
JOB TYPE: Full-time
LOCATION: Fall River, MA

Overview
Distributor Corporation of New England (DCNE) is seeking a dynamic and results-oriented Branch Manager to lead our team and oversee successful branch operations. The ideal candidate brings strong management skills and a proven track record in strategic planning, business development, and process improvement. This role calls for a leader who can motivate the team, drive profitability, and maintain operational efficiency.

Why Join DCNE?
Competitive Compensation — $80,000 to $85,000 Base salary

Comprehensive Benefits
- Medical, Dental, and Vision Insurance
- Life and Disability Insurance
- 401(k) with Company Match
- Paid Time Off

Career Growth & Development
- Industry-leading training and mentorship
- Ongoing professional development opportunities
- Clear path for career advancement within a growing organization

Supportive Culture
- Family-oriented, team-focused environment
- Small-company culture with the stability of an established industry leader
- Opportunity to make a direct impact on company success

What You'll Do
As the Branch Manager, you will oversee all aspects of branch sales and operations while always protecting the company's assets and interests..

Key responsibilities include:
- Promote DCNE and its full range of products offered to a broad customer base.
- Conduct joint sales calls with outside Parts TMs.
- Collaborate with the parts team to handle customer requests by email, by phone calls, and through walk-in transactions.
- Identify and pursue new Parts and Supplies sales opportunities.
- Support outside TMs in developing and growing new business opportunities.
- Assist customers with various sales & marketing and web promotions.
- Meet and exceed new business sales goals.
- Partner with vendor representatives to promote new products through branch counter days.
- Review sales activities each week and highlight business opportunities were available.

WHAT WE'RE LOOKING FOR
REQUIRED — At least 3-5 years HVAC industry knowledge/experience
PREFERRED — High School diploma. College degree.