Regional Sales Manager

U.S. Territories · Full-Time

NEXT Lighting

Role Overview

- Lead regional sales growth across assigned U.S. territories
- Develop and execute strategic plans to penetrate key markets and verticals
- Serve as the face of the company to reps, distributors, contractors, and end users
- Drive brand awareness and specification positioning within the A&D; community

Key Responsibilities

- Build, manage, and expand relationships with independent sales representatives
- Identify new business opportunities across commercial, industrial, and architectural segments
- Conduct regular jobsite visits, customer meetings, and product presentations
- Develop and manage sales pipeline, forecasts, and territory reporting
- Collaborate with internal teams on project quotations, timelines, and execution
- Represent the company at trade shows, events, and industry functions
- Deliver consistent feedback on market trends, competitive positioning, and customer needs

Qualifications

- 5+ years of experience in lighting, electrical, or related industry
- Proven track record of meeting or exceeding sales targets
- Strong understanding of specification sales and rep/distribution channels
- Excellent communication, negotiation, and relationship-building skills
- Highly motivated, entrepreneurial mindset with ability to work independently
- Willingness to travel frequently within assigned region

What We Offer

- Competitive base salary plus performance-based commission
- Opportunity to build and shape a high-growth brand
- Support from experienced operations, engineering, and leadership teams
- Fast-paced, entrepreneurial environment focused on innovation and execution