



## Regional Sales Manager

---

### Position Summary

The Peachtree Lighting sales team is focused on creating successful, long-term, win-win relationships with our agents that drive profitable growth for Peachtree Lighting. To do so, we help our agents be more successful by providing them with high-value products, top-tier compensation opportunities, and responsive agency support, technical support and quote/order management support.

We are looking for a Regional Sales Manager (RSM) to join our team to work with agents in our West Region. We are looking for a person who is passionate about lighting, knowledgeable about selling through C&I agencies, and hard-working. As an RSM, you will be our first point of contact for agents in the region. Through agency visits, phone calls, and email, you will work with multiple points of contact in the agencies to set goals, implement programs, deliver training, provide product and technical support, and provide pricing.

This is a full-time, remote position and covers much of the western U.S. and requires approximately 50% travel. We prefer a candidate located in Texas or California, but are open to other practical locations.

### Responsibilities

- Inform, educate, and inspire agencies and specifiers about the value of our products and capabilities.
- Maintain active engagement with agents using effective outreach and follow-up communication.
- Efficiently manage a high volume of requests for technical support, product recommendations, application assistance, quotes, and field support.
- Ensure effective communication and information handoffs with inside sales, service and product teams.
- Accurately maintain required CRM and sales management information.
- Analyze sales and collect voice of the customer to recommend product and outreach strategies.
- Achieve monthly and quarterly engagement and sales objectives.

### Requirements

- Demonstrated experience selling lighting through a network of manufacturer's representatives.
- Knowledgeable about C&I sales channel dynamics, including key drivers for agents, specifiers, distributors, contractors, and owners.
- Passionate and articulate about the art, science, and business of lighting.
- An excellent communicator and listener.
- A process-oriented self-starter who can diagnose inefficiencies and implement ongoing improvement.
- A commitment to learning, adaptability, and integrity.

## Job Description

# Regional Sales Manager

---



### Desirable

- Bachelor's degree or equivalent experience.
- LC Certification

### More Information

- For more information visit [PeachtreeLighting.com](http://PeachtreeLighting.com).
- To apply, send an introductory note and your resume to [sales@peachtreelighting.com](mailto:sales@peachtreelighting.com).

---

The above job description is intended to describe the general nature and level of the work performed by the people assigned to this job. It is not an exhaustive list of all of the duties, responsibilities, knowledge, skills, and abilities associated with this job. The company reserves the right to alter or modify this job description at any time with or without notice.