



Regional Sales Manager - Fire Apparatus Products (West)

Candidate must live within assigned territory: WA, OR, CA, ID, NV, MT, WY, UT, AZ

Are you a passionate Salesperson seeking a new challenge in an industry that isn't facing a lot of headwinds? HiViz Lighting is the home of the FireTech brand, and we manufacture LED lighting technologies for fire apparatus and other emergency vehicles.

Position Summary:

The Regional Manager is responsible for promoting and selling HiViz's product portfolio to end users, dealers, original equipment manufacturers (OEMs), and distributors within their assigned geographic region. The manager's primary job duties are to identify and qualify new sales leads, educate customers on HiViz's product portfolio, provide product demonstrations, and grow sales profitably. They are also responsible for managing their key customer list in the CRM (HubSpot). This position involves visiting fire departments and other public safety agencies, participating in customers' training nights, doing "demos" after dark, and presenting the FireTech brand and products to customers. It will require 80% travel (3 days per week on the road & 2 days in the home office).

Requirements:

- Must be a tech-friendly person. Experience working with a CRM is preferred, as well as proficiency in Apple's Keynote, Pages, and Numbers (or Microsoft Office suite - Powerpoint, Word, and Excel).
- Must be okay representing the brand on various social media platforms.
- Familiarity with electrical systems and components is plus.
- Experience as a crew member on a fire apparatus or ambulance is a plus.
- Valid Class C driver's license with clean driving record.
- Ability to pass a DOT physical, hold a DOT MED card, and pass a drug test.
- Ability to lift and move a min. of 50lb. frequently.

Core values:

- **Excellent Product:** We pursue excellence in our products and business practices. We welcome the struggle and understand the need to innovate and create solutions.
- **Excellent Customer Service:** We are here to serve! We are committed to smile, educate, respect, value and edify all people we encounter.
- **Hard Work:** The secret sauce of success is hard work. Flavored with integrity, strategic execution, and a resilient spirit.
- **Passion:** We love what we do, why we do it and it shows.

Interview process: We have a fairly in-depth process; It's so important that not only are you a fit for us, but that we're also a fit for you! These are the steps that you can expect:

1. Brief initial phone interview



2. In person interview
3. Complete DISC personality test
4. 2nd in person interview
5. Reference, Credit & Background check
6. Social get together with your spouse/significant other (if applicable)
7. Review of compensation plan
8. Offer

We love our people and care about our culture, we want you to feel the love which is why we offer the following benefits:

- A healthy work environment and team culture.
- The ability to make over 100K per year if territory is running correctly.
- Health insurance available immediately.
- Life and disability insurance available immediately.
- 401k available immediately with a match available after one year.
- Professional development and continuing education

HiViz Lighting INC is a First Responder based business whose mission is to help first responders work more safely and effectively after dark, so that they can save lives. We accomplish this by developing innovative, market leading lighting technologies. We have a team-oriented culture, comprised of self-motivated individuals who believe in working hard, having fun and always striving to reach our potential both personally and professionally. We love people who can get nerdy about something, who value being with good people and who take what they do seriously, without taking themselves too seriously!

HiViz Lighting, Inc is an equal opportunity employer. We encourage applications from candidates of all backgrounds and experiences.