

Regional Sales Manager – Southeast

HiViz Lighting is looking for a Regional Sales Manager to lead sales efforts in the Southeast region, driving growth by engaging with end users, dealers, OEMs, and distributors. This role is ideal for a highly motivated sales professional who thrives on building relationships, providing product demonstrations, and developing new business opportunities. If you're passionate about sales and enjoy traveling to connect with our first responder community, we want to hear from you!

Why HiViz is a great place to work: it's about more than the product or the work. We're about the mission. Every day, your work will contribute to ensuring first responders can save lives. We also know that when you love what you do and you're well supported, you will do your best work. Here's how we help make that happen:

- Purpose driven work: The gap between your effort and the difference it makes in the world is very small. You directly help first responders save lives every day.
- High-energy culture: We take what we do seriously, but we don't take ourselves too seriously. We're fast-paced, energetic, driven and willing to be scrappy. And we have a lot of fun, while making a difference.
- Room to grow: As we grow, you will too. We're all about leveling up.
- Competitive perks: From competitive pay to generous vacation, 401k with match, health, dental, vision & life insurance, there are a lot of perks about working at HiViz. But above it all, we consider our meaningful mission and healthy culture to be the biggest perk about working at HiViz!

What You'll Do:

- Customer demos, product demonstrations, and customer meetings to strengthen relationships.
- Attend trade shows and special events to build brand awareness and generate new business.
- Meet and exceed assigned sales goals for profitable growth in your territory.
- Train dealers and distributors on new and existing products
- Present sales progress and key insights to the leadership team.
- Identify, qualify, and manage new sales leads while maintaining a strong pipeline in HubSpot CRM.
- Prepare sales quotations and 2-D Fit Out Guides to support customer needs.
- Keep customer interactions logged and tracked in CRM for effective pipeline management.
- Maintain assigned demonstration vehicles and equipment for optimal sales presentations.

- Represent HiViz Lighting as a trusted ambassador in all professional interactions.
- Travel up to 80% to achieve sales objectives and expand market reach.

What You Bring:

- Strong field sales experience
- Experience using HubSpot or similar CRM tools to track leads, manage relationships, and maintain an organized sales pipeline.
- Strong verbal and written communication skills to effectively present sales data, product demos, and training sessions.
- Ability to understand and explain product features, specifications, and applications to different customer segments.
- Proven success in negotiating, overcoming objections, and closing deals while maintaining strong customer relationships.
- Excellent problem-solving skills, with the ability to assess customer needs and adjust sales strategies accordingly.
- Willingness and ability to travel up to 80% within the Southeast region.

Interview Process: We're a high-performance minded team, and we want to make sure we're a good fit for you, as much as you are for us! Therefore, we spend just the right amount of time on our interview process. Here's what you can expect (we may deviate at times!)

1. Interview with HiViz Team Member
2. Interview with Department Leader
3. Panel Interview with HiViz Leadership Team
4. Social team meet and greet
5. Assessments & Background check