



JOB TITLE: Regional Sales Manager

BUSINESS UNIT: Lotus Fixture
REPORTING TO: Chief Revenue Officer

LOCATION: Seattle, WA
DATE: March 2019

BACKGROUND:

Lotus Fixture is a new division of Lotus United, an established retail fixturing company with an enviable client list including top brands in retail such as Nike, Lululemon, Patagonia and Filson to name a few. Leveraging its core competencies and stellar reputation for delivering premium fixturing products and design services in the retail market, Lotus Fixture is in the early stages of penetrating the multi-family building sector and has already proven out a significant value proposition in the market.

POSITION:

The Regional Sales Manager is responsible for identifying, soliciting, selling and supporting our direct products & services in the multi-family and commercial building space. Acting as the subject matter expert on Lotus Fixture products & services; actively pursuing direct Opportunities; and commenting on the competitive landscape and product road map. This is a fantastic opportunity for the right candidate to shatter revenue targets in a market that is untapped and one where they can deliver exceptional value.

RESPONSIBILITIES:

- Achieve revenue and profitability targets/quota
- Actively prospect assigned accounts within specified territory by use of phone, email, LinkedIn, and in person visits
- Deliver Customer presentations
- Document activity and sales pipeline information and strive for maximum market penetration on assigned accounts
- Deliver timely and accurate forecasting data
- Serve in an advisory and support role during the sales process including on-site meetings, webinars, proposal development, etc.
- Procure and ensure that we create winning Request for Information (RFI) and Request for Proposal (RFP) responses that “speak” to the needs of our prospects and customers
- Represent the company at relevant conferences and events
- Monitor the company’s industry competitors, new products, and market conditions to understand a customer’s specific needs
- Provide input and guidance on product direction to ensure we create world class products and solutions



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REQUIREMENTS:

- 5 Years minimum selling products and/or services to Multi-family developers and construction companies
- Proven understanding of commercial building process
- A proven Track record of exceeding sales quota
- A history of selling on a project basis with individual deals exceeding 1MM
- Ability to build rapport with prospects and customers over the phone and via email
- Develop expert level competency of the Lotus Fixture products and services
- Strong in-person, over-the-phone, and online presentation skills
- Customer-Centric Focus: Ability to see things through the eyes of our prospects and customers, deliver upon their needs and serve as their advocate internally when working on relationship development and implementation
- Positive Attitude: Possess the drive to exceed expectations, think creatively and use problem-solving skills to assure success
- Measurement and Optimization: Focus on the end game, capturing pursuit data and make changes based on those insights and results to improve success rates
- Must be able to clearly articulate business decision drivers, costs and benefits in the context of the bigger picture.
- High energy: Relentless approach to prospecting and moving opportunities through the sales funnel
- Bachelor's degree from an accredited institution is required, or multiple years of military service
- Proficiency with software tools; CRM, MS Excel

This job description is not intended to be complete or limiting - the role will require a proactive and flexible approach to successfully achieving the targets that support a rapid and innovative product development environment.

We provide equal employment opportunities (EEO) to all employees and applicants for employment without regard to race, color, religion, gender, sexual orientation, national origin, age, disability, marital status, amnesty, or status as a covered veteran in accordance with applicable federal, state and local laws. Lotus Fixture expressly prohibits any form of unlawful employee harassment based on race, color, religion, gender, sexual orientation, national origin, age, disability, or veteran status.