



<https://titanexecutivesearch.com/job/regional-director-miami-2/>

REGIONAL DIRECTOR – Miami, FL

Description

Exciting Opportunity!

Our client is a fast-growing leader in commercial cleaning and facility maintenance services and has been voted *Top Company to Work for seven years in a row*. They help businesses create safe, healthy, and productive environments — and they do it by delivering exceptional service and building long-term partnerships. Their growth is driven by their people, and they're looking for ambitious leader to join their team and take their Miami market to the next level.

Location: Miami, FL

Employment Type: Full-Time | Reports to: President

Compensation: \$120,000 – \$160,000

Schedule: Monday – Friday | 8:30AM – 5:00PM

Position Summary

The Regional Director is a high-impact, growth-focused leader responsible for expanding our client's presence and market share in the Miami region. This role blends sales leadership, business development, and operational oversight, making it ideal for someone with a strong entrepreneurial mindset who thrives on winning new business, building client relationships, and growing a profitable operation.

The Miami region is already established and so you would be taking over an established team of sales and account managers along with numerous franchisees who perform the cleaning services. There is NO CAP on earnings and as you grow the Region so does your income.

Key Responsibilities

Business Development & Growth

- Drive revenue growth by expanding current accounts and aggressively pursuing new business opportunities.
- Build strong relationships with decision-makers at target companies, positioning company brand as their facility services partner of choice.
- Partner with the sales and marketing teams to develop proposals, pitch new solutions, and close deals.
- Consistently exceed regional sales and profitability targets.

Team Leadership & Execution

- Hire, Train, Lead, coach, and develop a team of sales, operations and support staff as you grow the region.
- Build a high-performance, sales-minded culture that celebrates wins and

Hiring organization

Titan Executive Search

Employment Type

Full-time

Industry

Facilities Services

Job Location

Miami, FL, USA

Base Salary

\$ 120000 - \$ 160000

Date posted

April 13, 2026

holds the team accountable for results.

- Ensure operational excellence, quality standards, and safety compliance while scaling service delivery to meet growth demands.

Qualifications

- Bachelor's degree in Business, Management, or related field preferred (or equivalent experience).
- 3+ years of experience in a Direct B2B sales position with proven track record of success/growth
- 3+ years of experience in Sales Management, regional operations, or business development, preferably in an industrial-based industry.
- Proven success in growing revenue and managing key accounts.
- Strong network in the Pittsburgh business community (preferred).
- Excellent communication, presentation, and negotiation skills.
- Entrepreneurial drive with a passion for building relationships and closing deals.

What We Offer

- \$120,000 – \$160,000
- Full Company Benefits Package (Health, Dental, Vision, 401k + 100% Company Match, PTO, Paid Holidays & more).
- Company Vehicle
- Company Cell Phone & Company iPad
- An incredible supportive Executive and Peer Team
- Call Center that books appointments for you and your team