



<https://titanexecutivesearch.com/job/territory-sales-manager-commercial-lighting-atlanta-ga/>

Territory Sales Manager – Commercial Lighting – Atlanta, GA – ON HOLD

Description

Exciting opportunity with one of the fastest-growing Commercial Lighting companies in America!

1) Do you have strong relationships with Electrical Contractors in your area?

2) Do you have a successful track record in Commercial Lighting Sales?

If you said “YES”, then this could be the right opportunity for you

One of the fastest-growing LED Retrofit & Commercial Lighting companies in America is looking to add a Territory Manager in the Greater Atlanta, GA area. In addition to selling Commercial lighting to end users like grocery store chains, hospitals, distribution facilities, etc., the Territory Sales Manager will also be growing their NCP (National Contractor Program) which has been taking off all-over the country. Your target customer would be Electrical Contractors and with a 90%+ close rate, this is one of the best opportunities to make a great income and have fun doing it.

Why is this program so effective and easily sold?

Because as an NCP member, we become the Contractor’s Inside Support Team. We provide all of their back end work at no cost to them! This includes all marketing, internal materials, proposals, bids, audits, auditing software, training, financing, BOM, rebates, website with SEO & more. Everything that a contractor gets weighed down with and increases their costs we provide. We even call and sell jobs to their customers for them. We have found this to be an incredible WIN-WIN and a program contractors are signing up for all over the country.

The Territory Manager position is a commissioned sales position (or you may choose a Draw situation) where you will earn 25% – 45% on all profit of every paid job that a contractor you sign up completes. You can expect to earn \$100k+ in your first 1-2 years by meeting expectations presented to you. In addition, all training & support will be provided for you. Must be able to provide for your own expenses during the sales cycle.

If you have a strong background in sales, a great work-ethic, are money-motivated and results-oriented, then I want to hear from you today!

Responsibilities:

- Source, prospect, present & close Commercial Lighting projects with end-users like grocery store chains, hospitals, warehouses, distribution centers & more
- Source, prospect, present, close (sign up for NCP) and partner with Electrical Contractors in your Region

Hiring organization

Titan Executive Search

Employment Type

a:0:}

Duration of employment

Permanent

Industry

Electrical/Electrical Manufacturing

Job Location

Atlanta, GA, USA

Base Salary

\$ 40000 - \$ 60000

Date posted

April 17, 2020

- Provide requested reporting to Management
- Attend company trainings and conference calls
- Call on NCP members clients to sell LED Retrofit projects
- Walk jobs as part of the NCP

The Ideal Candidate Will Be:

- Someone with at least 2+ years' of a successful track record of Commercial Lighting sales to end-users within the Greater Phoenix area
- Someone who already has strong relationships with local Electrical Contractors
- Someone who is a "go-getter", money-motivated and understands the value of relationships for long term sales success

What We Offer:

- \$40k – \$60k per year guaranteed (Draw on commission earned)
- 20% – 45% commissions paid on Net Profit
- \$500 per month for cell phone, car allowance and gas
- 50% of your insurance premiums paid per month (up to \$250/mo)
- All administration support to provide the NCP benefits to its members