

**Merraine**
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Remote

Regional Sales Manager

Recruiter: **Codi Mccommon****All, NC****All, TN****All, OH****Boston, MA****Job ID**
476**Industry**
Finance**Experience level**
Director**Salary range: \$65,000 – \$100,000**[Apply now](#)

COMPANY DESCRIPTION

A mission-driven technology and hardware company operating at the intersection of sustainability, smart infrastructure, and data-driven software. The organization delivers integrated hardware and SaaS solutions that help cities, campuses, and enterprises operate more efficiently and responsibly. With a strong U.S. sales organization and significant growth potential, the company supports a flexible, entrepreneurial sales culture focused on long-term value creation.

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and expanding select existing accounts within an assigned geographic territory. This role requires a strategic seller comfortable managing complex, long-cycle deals through both remote and in-person engagement. The position reports to senior sales leadership and focuses on building a high-value pipeline across municipalities, colleges and universities, and select enterprise accounts.

QUALIFICATIONS

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- 10+ years of successful sales and/or account management experience consistently exceeding targets
- Bachelor's degree preferred
- Strong proficiency with Salesforce and Microsoft Office
- Demonstrated ability to work independently while collaborating cross-functionally
- Experience selling into municipalities and higher education institutions strongly preferred
- Background selling technology, SaaS, IoT, or capital equipment solutions
- Ability to sell across multiple stakeholders within complex accounts
- Experience navigating long sales cycles (6–12 months) with a strategic selling approach
- Interest in sustainability, environmental impact, and operational efficiency
- Government sales experience a plus
- Willingness to live within and travel extensively throughout the assigned territory

KEY RESPONSIBILITIES

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- Drive new business development and pipeline creation across targeted new and existing accounts
- Manage Salesforce pipeline, forecasting, and account planning for assigned territory



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- Follow up on marketing-generated leads and campaign initiatives
- Manage assigned accounts with a focus on expansion, retention, and long-term value
- Support RFP responses, contract negotiations, and proposal development
- Collaborate with sales and marketing teams on strategic initiatives and special projects

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215 W 104th St #74,
New York, NY 10025

845-290-1900

845-357-3355

info@merraine.com

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