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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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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

### Type here your header...

- 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

### Type here your header...

- 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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