

# *Regional Sales Manager*

## Join our Expanding Sales Department Team

Sunrise Technologies is a leader in high performance streetlight photocontrols, LED dimming, wireless and smart networks. We are expanding our sales team and have a great new opportunity for an experienced Regional Sales Manager to support sales efforts in a new region covering the central and west coast areas.

This is a full-time on-site role in Raynham, MA and is responsible for developing and implementing successful sales strategies to meet assigned sales targets. The position will be responsible for managing customer accounts, identifying new business opportunities, and establishing strong relationships with key customers as well as for overseeing sales activities, developing, and managing sales budgets, and reporting sales results to senior management. Oversee utility, commercial and industrial rep management associated with the assigned region.

### **QUALIFICATIONS:**

- Strong sales management skills, including experience developing and implementing successful sales strategies.
- Excellent interpersonal and communication skills, with the ability to build strong relationships with key customers.
- Experience in managing customer accounts and identifying new business opportunities.
- Ability to lead and motivate a team of sales professionals.
- Ability to work independently as well as part of a team.
- Bachelor's Degree in Electrical Engineering or Business Administration, Sales, or equivalent field
- 3-5 years of experience in sales management or technical product sales experience.
- Must be able to travel as required up to 50% of actual days worked.

Sunrise offers competitive compensation and benefits including 401k retirement with a company match.

Qualified applicants please submit resumes to: [Humanresources@sun-tech.biz](mailto:Humanresources@sun-tech.biz)