Territory Sales Manager (Commercial Low-Voltage / AV, Project-Driven Sales)

Remote · US · Full-time · **$100k–120k**

Territory Sales Manager (Commercial Low-Voltage / AV, Project-Driven Sales)
Location: Greater Chicago, IL (Remote/Home-Based)
Territory: Greater Chicago and surrounding markets
Salary: $100,000–$120,000 Base + Guaranteed ramp bonus up to $20k for 1st yr + Uncapped Commission
Benefits: Healthcare Reimbursement, 401(k), Vacation, Mileage & Business Expense Reimbursement
Job Type: Full-Time | Work from Home + Local Travel
Travel: local, home same day, approximately 2–3 days per week
Start Date: ASAP
Sponsorship is not available

Territory Sales Manager (Commercial Low-Voltage / AV, Project-Driven Sales) Description

Our client in the commercial building technology industry is looking for a Territory Sales Manager to develop their Chicago market. You will generate new business by building relationships with contractors, installers, dealers, and other commercial project partners to introduce specialized workplace technology solutions. Our client is looking for someone with at least five years of B2B sales experience in commercial low-voltage systems or similar technology, or building products, with a track record of developing business through industry relationships. To succeed, you must be an independent, motivated salesperson who enjoys prospecting, building a market, and converting opportunities into revenue. This is a great opportunity to rebuild a dormant a territory with the support of an experienced technical team, uncapped earning potential, and the autonomy to develop your own sales strategy. Future sales leadership opportunities may be available for candidates with management experience.

Territory Sales Manager (Commercial Low-Voltage / AV, Project-Driven Sales) Responsibilities

- Develop new business throughout the Greater Chicago commercial market
- Build relationships with contractors, installers, dealers, and resellers
- Identify upcoming projects and pursue new sales opportunities
- Establish connections with dealers, designers and commercial project decision-makers
- Present product solutions to industry partners and prospective customers
- Generate opportunities through prospecting, referrals, and networking
- Coordinate proposals and project requirements with internal technical teams
- Support product demonstrations and system setup as needed
- Perform on-site system calibration following training, with technical support
- Track sales activity, opportunities, and forecasts in the CRM
- Develop and execute a territory strategy to achieve revenue goals

Territory Sales Manager (Commercial Low-Voltage / AV, Project-Driven Sales) Qualifications

- 5+ years of B2B project-driven sales experience required
- Commercial low-voltage systems, office technology or building products sales experience required
- Experience developing business through commercial industry channels/relationships required
- Proven ability to independently prospect and develop new business required
- Valid driver's license, access to a reliable vehicle and ability to travel locally required
- Valid passport or ability to obtain one upon hire for training in Canada required

Apply: https://twonice.hire.trakstar.com/jobs/fk0zaqm/?apply=true

Your search team



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