

Territory Sales Manager - Enterprise Connectivity Solutions

Remote · US · Full-time · **\$110k–125k**

Territory Sales Manager – Enterprise Connectivity Solutions

Location: Remote – Western US

Salary: \$110,000 - \$125,000 Base + Uncapped Commissions (1st yr OTE: 180K+)

Benefits: Medical, Dental, Vision, 401(k) w/ Match, Life, Disability, PTO, Holidays

Job Type: Full-Time

Travel: Approximately 50%

Territory: Western US

Start Date: ASAP

Sponsorship is not available

Territory Sales Manager – Enterprise Connectivity Solutions Description

Our client, an established provider of satellite and cellular connectivity solutions, is seeking a Territory Sales Manager to drive new business and expand enterprise relationships across the Western US. The organization specializes in customized, high-value connectivity solutions that support IoT, M2M communications, remote monitoring, and critical infrastructure where traditional networks are unreliable or unavailable. This is a consultative enterprise sales role focused on **selling technical capabilities and tailored solutions rather than off-the-shelf products**, with 70–80% emphasis on new business development. The ideal candidate combines strong sales skills with technical aptitude, storytelling abilities, and the confidence to engage engineers and executive decision-makers. Success requires understanding complex customer challenges, leveraging past use cases to demonstrate capabilities, and navigating longer sales cycles to build lasting enterprise partnerships. This is an opportunity to join a highly profitable organization where individual contributions meaningfully impact growth.

Territory Sales Manager – Enterprise Connectivity Solutions Responsibilities

- Drive new business and revenue growth across the Western US, targeting utility and critical infrastructure customers
- Prospect and engage enterprise customers to build a strong sales pipeline
- Manage complex sales cycles from prospecting and technical discovery through closing
- Build relationships with engineering, IT, operations, and executive decision-makers
- Assess customer connectivity needs and develop tailored solutions with internal engineering teams
- Convert initial opportunities into long-term, high-value enterprise partnerships
- Grow existing accounts through upselling, cross-selling, and relationship management
- Develop territory strategies, maintain sales forecasts, and achieve revenue targets
- Travel to customer sites and industry conferences to develop business opportunities

Territory Sales Manager – Enterprise Connectivity Solutions Qualifications

- 5+ years of B2B technical sales experience in telecom, wireless, satellite, networking, IoT, or enterprise connectivity required
- Proven success generating new business and closing complex, long-cycle enterprise deals required
- Strong understanding of network infrastructure, connectivity, and systems integration required
- Strong prospecting, negotiation, and closing skills required
- Must reside in the Western US and be willing to travel approximately 50%

Apply: <https://twonice.hire.trakstar.com/jobs/fk0znlt/?apply=true>

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