



Job Description

Company: Lift Solutions

Position: Regional Sales Manager (Northeast)

Location: Connecticut, Maryland, Pennsylvania (or surrounding region)

Website: <https://www.theliftsolutions.com/>

Company:

Looking to advance your sales leadership career with a fast-paced, growth oriented company in the Northeast region of the United States? We have the right opportunity for you!

Lift Solutions is a national leader in providing end-to-end industrial lifting solutions. We offer OSHA compliance inspections, crane equipment, aftermarket services and parts for overhead cranes, rigging, and other lifting equipment (above and below the hook).

Lift Solutions is committed to driving progress and efficiency. Our dedication to excellence and customer satisfaction ensures that every industry benefits from our expertise, state-of-the-art technology, and unwavering commitment to sustainability and safety.

Backed by private equity firm [Dunes Point Capital](#) (DPC), Lift Solutions is creating a differentiated value proposition for both customers and business owners and continues its growth via organic and strategic acquisitions in the industrial lifting industry.

We are hiring a Regional Sales Manager in the Northeast region for our Rigging organization!

Opportunity:

The Regional Sales Manager will plan, direct, coordinate, and oversee Sales activities in the Rigging organization, while ensuring development and implementation of targets, goals, and growth to meet current and future needs of the organization.

This position reports to the General Manager of the Rigging organization and leads a sales team of up to 10 direct reports in 6 branch locations in the northeast corridor of the United States. Proven sales management experience is required.

Key Responsibilities:

- Plans, directs, controls, implements, evaluates, monitors, and forecasts budgets and cost of sales in each branch/facility to achieve financial objectives.

- Establishes, implements, and communicates quantitative and qualitative metrics, guidelines, and standards by which the company's sales, revenue, and EBITDA can be evaluated.
- Reviews, analyzes, and evaluates prospects and contracts.
- Ensures a healthy and safe working environment, and compliance with federal and state regulations.
- Collaborates with General Manager to develop and meet company goals while supplying expertise and guidance on Sales projects and initiatives.
- Projects a positive image of the organization to employees, customers, industry, and community.
- Develop and maintain relationships with industry influencers and decision-makers.
- Represent the company at industry events and conferences.

Qualifications:

- Tremendous drive for results, customer satisfaction and team success
- Extensive knowledge of the sales process, principles, procedures, and best practices in the industry.
- Proven ability to hire, onboard, coach, motivate, develop and performance-manage a successful sales team
- Thorough understanding of practices, theories, and policies involved in sales and business in general.
- Superior verbal and written communication and interpersonal skills.
- Superior managerial and diplomacy skills.
- Excellent sales, analytical, decision-making, and problem-solving skills.
- Excellent organizational skills and attention to detail.
- Data driven leadership.

Education:

- Bachelor's degree in Business Administration, Logistics, Manufacturing, Marketing, Industrial Engineering, or other industry-related field required; MBA preferred.
- At least 7-10 years of industry-related experience including 5-7 years in a Sales Leadership role required.

Physical & Work Requirements:

- Ability to work from a home office (unless within proximity of branch location)
- Organized, self-directed work schedule that involves:
 - Managing remote direct sales team
 - Setting travel schedule in advance of each week
 - Travel by vehicle on a weekly basis (30% to 50%)
 - Ability to work outside normal 8am to 5pm hours with occasional overnight travel
- Region: Connecticut, Pennsylvania, Maryland (or surrounding region)
- Must be able to lift up to 30 pounds at times.
- Must have valid U.S. drivers license



About Cornerstone Kansas City:

Cornerstone Kansas City (CKC) is a leading retained executive search firm based in Prairie Village, Kansas that helps great companies recruit great people. For more than 40 years, Cornerstone Kansas City has excelled in serving its client companies with executive talent acquisition, leadership development and career transition services across the Central Midwest region of the United States. Cornerstone Kansas City has successfully completed more than 1,600 retained executive search assignments for C-suite, President, Vice President, Director and Senior Management-level positions. To inquire about how Cornerstone Kansas City can serve your executive talent acquisition needs, please [click here](#) to visit our website.

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