



## Regional Sales Manager

### Description

The Regional Sales Manager will be an integral part of our PineSpire team, critical to our mission and continued success. We're a fast growing company taking on a large, rapidly growing market, which means this role will enjoy a high degree of independence and breadth. In this unique opportunity, this role will be enrolling customers to *receive* payments for reducing their carbon footprint, turning the sales dynamic on its head and creating true win-win scenarios. We build long-term relationships with our customers based on this mutual benefit and our integrity. On the leading edge of where vehicle, equipment and energy industries are heading, our company is on track to double our annual revenue again in 2023.

We offer competitive compensation, a stimulating, challenging environment and boundless opportunities for growth.

### Job Scope

- Discover and acquire key commercial customers throughout California, Oregon, Washington and British Columbia.
- Collaborate with management to improve and evolve PineSpire's market strategy, product offering and sales tactics through our ongoing strategic processes.
- Exhibit a high-level of drive and maintain effectiveness while multi-tasking under a heavy workload.
- Work through complex, high consequence situations with a good attitude.
- Effectively communicate with customers ranging from freshly minted analysts, engineers to the CISO, and C level executives will be a critical part of this role.
- Create and execute plans to meet aggressive growth targets.
- Work independently on tasks, while still collaborating with our fast-paced team on big picture strategy. (We don't like to micro-manage!)

### Territory

- Washington, Oregon, California, and British Columbia.
- Note that very little travel is required (1-2 days every month or two), most of the work can be done via a home office.

### Requirements

- 5+ years in B2B sales.
- Experience and proven success in maintaining drive while working remotely within a sales organization.
- Independent, ambitious, self-starter who is eager to learn, grow and manage quickly evolving markets.



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- Strong presentation skills to effectively communicate with all levels and disciplines within the customer companies.
- Bachelor's degree or additional years of relevant experience.
- Depth of understanding and ability to efficiently work within a CRM.
- Proficient with Microsoft Office.
- Must hold a valid Driver's license, be able to show proof of insurance and have access to a motor vehicle.

### **About Us**

Working at PineSpire brings all the highlights of a young nimble company that's growing fast: flexible work schedule, close-knit team, creative solutions, and the ability to try new ideas. We also have the funding, real industry experience, and marketplace expertise that ensures we will succeed. We bring (and are looking for) serious independent work ethic. The energy and sales expertise you bring to PineSpire will be met with support, compensation, and the opportunity to see an impact on the company, the customer, and your career.

Learn more about our company at [www.PineSpire.com](http://www.PineSpire.com)