



JOB DESCRIPTION

Job Title: Area Sales Manager, Land Development

Job Summary: Join Sol as an Area Sales Manager in Florida and become an instrumental part of our mission to light the world sustainably. Your experience in sales, knack for building relationships, and tireless drive to exceed sales targets are exactly what we need to succeed in the land development sector. Embrace the freedom of remote work, and ignite change in every corner of Florida.

Job type and schedule: This is a full-time position. Our working hours are Monday to Friday, 9 AM to 5 PM.

Location: Remote, anywhere in Florida, with a preference for Central Florida.

Travel requirements: You will travel regularly throughout Florida to visit customers. We also offer the opportunity to travel for training to our corporate HQ in Bordeaux, France, and/or our North American main office in Victoria, BC. You'll gain global insights and enjoy new experiences—once or twice a year, why not swap your desk for the vineyards of Bordeaux or the beautiful landscapes of British Columbia?

Key Responsibilities

- Develop and execute regional sales plans that align with our business objectives.
- Build and maintain relationships with land development stakeholders.
- Expand our customer base and achieve sales quotas.
- Identify new opportunities for growth with the land development segment.
- Support customers with day-to-day operation and implementation of our solutions.
- Collaborate with internal teams to meet sales quotas.
- Address customer inquiries about features, pricing, and additional services.
- Monitors competitor sales activities within your assigned territory
- Collect and analyze customer feedback, providing updates to senior management.
- Visit potential and existing customers, presenting company offerings and building brand awareness.

Performance Indicators :

- Business Development (Number of qualified prospects, Generation of new projects)
- Commercial Performance (Order intake, margin)
- Portfolio of active projects and conversion rate
- Rigor in activity reporting

Qualifications & Skills

- Proven work experience as a Regional Sales Manager, Area Sales Manager, or similar senior sales role with a track record of meeting or exceeding sales quotas.
- Sector-specific sales experience, preferably in the land development industry in Florida.
- Familiarity with CRM systems and practices. Experience with HubSpot CRM is preferred.
- Outstanding negotiation, consultative sales, communication, and customer service skills.
- Excellent time management and organizational skills and the ability to multitask and prioritize.
- Ability to work effectively remotely and within a small team.
- Strong drive to achieve targets and deliver results.
- Public speaking and/or presentation skills are a plus.

Who you will work with:

- You'll report directly to the Business Development Manager, Developers & Specifiers



- You'll collaborate daily with the Sales Development Representatives, Inside Sales, and Marketing teams.

Benefits & Perks (waiting period may apply)

- Comprehensive Health, Dental, and Vision insurance, Group Life Insurance, Health & Wellness subsidy.
- Retirement Plan
- Generous 5 weeks' vacation time
- Referral bonus program and training subsidy
- A team of fantastic co-workers!

About Sol — Sol is the leading solar lighting brand in North America, with 30,000+ solar street lights installed in the United States and more than 100,000 globally. We engineer and manufacture a complete range of all-in-one and modular commercial outdoor lighting solutions for cities, military, and commercial properties. Thanks to our comprehensive product portfolio, we offer a cost-efficient and environmentally sustainable solution for every outdoor lighting application.

Constant innovation and product reliability are part of Sol's DNA. We believe there is no substitute for reliable lighting that is engineered smart, built tough, and accurately sized. With 23 patents and 12 international awards, we have a history of leading on quality and strong product warranty protection. Customers praise our solutions as they help them save money, achieve sustainability goals and build resilience.