



## Job Description

**Job Title: Regional Sales Manager (US Midwest)**

**Reports To: VP of Sales**

### Summary/Objective

LGMG is a leading Mobile Elevating Work Platform Manufacturer with successful operations worldwide. We are currently seeking an experienced Regional Sales Manager for several territories. The ideal candidate will have a successful track record selling construction equipment to rental companies and equipment dealers within the assigned region.

### Responsibilities

- Exceed annual sales targets and continue to increase market share for all Scissor Lift and Boom Lift product categories within the region.
- Establish and develop long-term relationships with district and branch leadership personnel with all national account customers, driving business from the ground up. Establish and develop long-term relationships with principals and key influencers of all large regional and independent rental companies.
- Implement pricing strategy focusing on revenue and profitability for independent customers in the region. Negotiate sales within guidelines established by the company. Develop excellent product and application knowledge on all LGMG and competitive equipment.
- Conduct sales training courses for customers' sales personnel annually or more frequently as needed.
- Effectively communicate and work cross-functionally with Field Sales and Product Support Teams.
- Submit monthly, quarterly, and annual production forecasts to ensure production levels accurately reflect opportunity within the region.
- Continually monitor market trends as they relate to current products, new product development, and market opportunities within the region.
- Provide field-level intelligence specifically related to regional market conditions, i.e., competitive pricing, terms, finance programs, etc.
- Manage and submit weekly expenses within the budget and guidelines established by the company.
- Responsibly maintain company-owned assets, which include vehicles, trailers, equipment, computers & phones.
- Other duties requested by LGMG from time to time



## **Qualifications**

- 5+ Years of construction equipment sales with a proven track record of sales success in the equipment manufacturing industry
- Strong business acumen
- Exceptional organization, time management, and strategic planning
- Driven, self-starter with a sense of urgency and customer focus
- Outstanding communicator – both oral and written
- Proficient with Microsoft Office Suite (Word, Excel, Outlook & PowerPoint)
- BS/BA in business administration or relevant field; MS/MA will be a plus

## **Supervisory Responsibility**

N/A

## **Work Environment**

This job operates in a professional office and outdoor environment. This role routinely uses standard office equipment such as computers, phones, photocopiers, filing cabinets and fax machines. When visiting customers and work sites, the Sales employees may be exposed to outdoor conditions when promoting company products.

## **Physical Demands**

When performing the duties of this job, the employee is regularly required to talk or hear. The employee frequently is required to stand; walk; use hands to finger, handle or feel; and reach with hands and arms.

## **Position Type/Expected Hours of Work**

This is a full-time position, and hours of work and days are Monday through Friday, 8:00 a.m. to 5:00 p.m. Occasional evening and weekend work may be required as job duties demand.

## **Salary Range: based on experience**

## **Bonus Program: Bonus & Commission Plan**

## **Location**

Home based

## **Travel**

Up to 70% travel required

Valid passport is required



## **AAP/EEO Statement**

LGMG North America Inc provides equal employment opportunities to all employees and applicants for employment and prohibits discrimination and harassment of any type without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state or local laws.

## **Other Duties**

Please note this job description is not designed to cover or contain a comprehensive listing of activities, duties, or responsibilities that are required of the employee for this job. Duties, responsibilities, and activities may change at any time with or without notice.

## **About LGMG**

LGMG is a global manufacturer of mobile elevating work platforms (MEWPs), telehandlers, and construction machinery. With a strong focus on safety, reliability, and localized service, the company serves customers in over 100 countries worldwide. LGMG North America is headquartered in the Dallas-Fort Worth metro area, in The Colony, Texas, a fast-growing business hub just north of Dallas, where it manages sales, service, and parts distribution for the U.S. markets.

## **To Apply:**

Please send resumes to [hr@lgmgna.com](mailto:hr@lgmgna.com)