



## Regional Sales Manager

Are you a motivated sales professional with a passion for closing deals and meeting goals? Do you want to be part of a fast-growing company that offers innovative digital retailing solutions? Join CarNow as a Regional Sales Manager and help revolutionize the automotive industry.

As a Regional Sales Manager, you will drive growth by selling our cutting-edge chat and digital retailing solutions to automotive dealers. Your role will be key in helping dealerships improve their online to in-store customer experience, making a real impact on their company's success. If you're looking for a role where your efforts are rewarded, this is the opportunity for you!

### **About the Role:**

- Build and manage a sales pipeline through visits, phone calls, and emails to close new business and meet monthly targets.
- Consult dealers buy educating them on 'the why' and 'how' consumers use communication, digital retailing and in-store tools to shop and buy
- Deliver product demos, showing how our solutions can change the way dealers sell and engage with customers.
- Identify opportunities, understand dealer needs, and offer solutions that fit their goals.
- Build and maintain strong relationships with decision-makers at dealerships.
- Work with internal teams to ensure smooth product implementation and customer satisfaction.
- Stay informed about industry trends and competitors to adjust sales strategies.
- Provide accurate sales reports and forecasts to management.
- Use a CRM to plan visits, manage leads, and track activity.

### **The Ideal Candidate:**

- Proven success in exceeding sales KPIs, preferably in automotive retail or SaaS industries.
- Experience using CRM systems for tracking and territory planning.
- Strong knowledge of automotive dealership processes and business needs.
- High school diploma or equivalent required.
- Excellent communication and presentation skills.
- Self-driven, results-focused, and able to work independently.
- Willingness to travel 75% for in-person dealership prospecting/visits.



**Benefits:**

- We offer full training and a competitive total rewards package along with industry leading benefits.
- Uncapped variable compensation.
- Flexible work environment.
- 401K available.
- Stock options

\$75,000 Base Salary

Estimated \$175,000 OTE however, we have an uncapped commission structure so it's up to you!

**Ready to Join?**

If you're ready to take your sales career to the next level, apply today by submitting your resume to [Recruiting@carnow.com](mailto:Recruiting@carnow.com)

CarNow is an equal opportunity employer. We consider applicants without regard to race, color, religion, national origin, age, gender, marital status, disability, veteran status, sexual orientation, gender identity, or any other protected status by law.