

Ciranova USA Seeking Territory/Technical Sales Manager for Western U.S.

Position: Territory/Technical Sales Manager – Western U.S.

Overview:

The Territory/Technical Sales Manager will drive market share growth for Ciranova USA by managing and expanding relationships with distribution, dealer, manufacturing, and contractor partners across the Western U.S. This role requires extensive travel within California, Oregon, and Washington.

Key Responsibilities:

- Travel at least 75% of the time throughout CA, OR, and WA (additional regions as needed)
- Service and support existing client partners
- Prospect and secure new distribution, dealer, manufacturer, and contractor partners
- Build and maintain strong relationships to establish brand presence
- Participate in industry trade shows and training events
- Consistently exceed customer expectations through proactive engagement and service excellence

Required Skills and Experience:

- Proficiency with MS Office (Outlook, Word, Excel, PowerPoint)
- Experience selling through distribution channels
- Strong technical aptitude and mechanical skills
- Excellent sales and product demonstration abilities (in classroom and job site settings)
- Background in hardwood flooring, floor finishes, or related industries
- Ability to independently schedule appointments and manage travel logistics
- Must possess a valid driver's license, vehicle insurance, and a current U.S. passport

How to Apply:

Please email your resume and cover letter to larrysmith@ciranovausa.com and hr@ciranova.be.

We encourage applicants from all backgrounds to apply. Ciranova USA is committed to fostering a diverse and inclusive workplace.