



District Sales Manager – Virginia / North Carolina Area

Why Lapp Tannehill?

As part of the worldwide Lapp organization - a global leader in the wire and cable industry - you'll join a company that invests in your success through comprehensive training, manufacturer partnerships, and a supportive team environment. We provide the tools, territory, and autonomy you need to build a thriving technical sales career while making a real impact in electrical connectivity technologies.

Working closely with our Customer Operations staff and cross-functional teams, you'll have the support structure needed to achieve both individual and company goals while advancing your career with a leading national distributor.

Ready to take charge of your territory and drive results?

Lapp Tannehill

Drive Growth. Build Relationships. Shape Your Territory.

Are you a results-driven sales professional ready to take ownership of your success? Lapp Tannehill is seeking an experienced District Sales Manager to lead business development in a dynamic territory while building lasting customer relationships and driving revenue growth.

What You'll Do

Own Your Territory

- Hunt for new business opportunities while expanding existing accounts through strategic relationship building
- Maintain 6-10 points of contact within each account to maximize penetration
- Manage your calendar and territory effectively to optimize coverage and results

Drive the Sales Process

- Identify and close large opportunities with clear focus areas
- Collaborate with customers on design projects and technical solutions
- Leverage CRM and pipeline management tools to track and develop opportunities
- Convert leads from trade shows, PEC reports, and digital channels into revenue

Build Strategic Partnerships

- Work closely with manufacturer representatives on joint business development
- Coordinate with Sales Development and Operations teams for optimal territory management
- Attend local and regional wire & cable, industry, and OEM shows to maintain market presence



What We're Looking For

Technical Excellence

- Strong technical skills with the ability to understand technical concepts and provide hands-on demonstrations of our products
- Relevant knowledge of wire, cable and related products; Industrial Connector products (IDC, ÖC, Epic preferred)
- Proficient computer skills with ability to learn our business and processes

Sales Excellence

- Proven success in market research, cold calling, lead qualification and closing business
- Experience with CRM and opportunity pipeline management
- Strong negotiation skills and forecasting abilities
- Multi-level opportunity management across customer segments

Personal Qualities

- Self-motivated individual who is driven for success
- Outstanding relationship building skills and committed team player
- High level of integrity
- Customer discovery expertise - you know how to ask the right questions
- Ability to develop unique value propositions by customer type and market segment

Education & Experience

- Bachelor's degree in engineering, business, or related field (or equivalent experience preferred)
- Minimum 2-3 years prior experience in the distribution industry and/or direct selling
- Travel required within assigned territory (minimum 70%, some overnight)

Compensation/Benefits: LAPP takes many factors into consideration when determining base salary such as experience, knowledge, skills, abilities, etc. of the candidate. This role is salary plus participation in LAPP's variable comp plan. We also offer a comprehensive benefits package including Medical, Vision, Dental, Paid Time Off, Paid Holidays, 401(k), HSA/FSA, Life Insurance, and more!

Lapp Tannehill is an equal opportunity employer committed to building a diverse and inclusive team.

Apply today and start building your sales success story with us.