

Regional Sales Manager – Texas (Remote Territory Sales)

Department: Sales

Reports To: National Sales Manager

FLSA Status: Exempt

Territory: Texas

At OASE, we are passionate about creating exceptional water experiences. As a global leader in water garden, pond, aquarium, and water technology solutions, we combine innovation, premium quality, and technical expertise to help our customers transform spaces through water.

We're seeking a motivated, customer-focused Regional Sales Manager to drive sales growth throughout Texas. In this home-based role, you'll build lasting relationships with distributors, contractors, dealers, and retailers while representing a premium global brand.

Position Summary

The Regional Sales Manager is responsible for driving sales growth throughout the Texas territory by developing new business, strengthening existing customer relationships, and supporting distribution partners. This position works closely with contractors, dealers, distributors, and independent sales representatives to increase market share and deliver exceptional customer experiences. **Candidates must reside in Texas.** This home-based position requires approximately 75% travel throughout the state.

Key Responsibilities

- Grow sales and market share throughout the Texas territory.
- Build and strengthen relationships with water feature, pond, and landscape contractors
- Support and expand partnerships with distribution partners
- Drive sales growth with garden centers, pond specialty retailers, aquarium specialty stores, and other key channel partners
- Identify and develop new business opportunities throughout the territory
- Conduct customer visits, product demonstrations, technical trainings, and sales presentations
- Represent OASE at industry events, trade shows, and customer meetings
- Maintain accurate sales activity, forecasts, and opportunities using the company's CRM system.
- Travel extensively throughout Texas to support customers and grow the business (approximately 75%).

Qualifications

Required

- Three or more years of successful outside sales, territory management, or business development experience.