

Regional Account Executive (Full-Time, Exempt)**Department:** Sales - LDI Textiles**Reports to:** Director of Sales - LDI Textiles**Location:** Canada (regional; travel within assigned territory)**Hours:** Full-Time, Monday-Friday

The position is held by an Employer Of Record (EOR), RemoFirst.

About LDI Solutions & LDI Textiles

LDI Solutions is a privately held materials company serving healthcare, tissue donation, senior living, and other critical commercial environments. Through its business units—including LDI Textiles—the company designs, engineers, and manufactures thoughtful, sustainable solutions that hold up, stand out, and protect human health and well-being in ways that truly matter. LDI Textiles exists to support the manufacturers and dealers who keep healthcare and senior living spaces moving forward. We partner with manufacturers and organizations who need high-performance coated fabrics and woven textile upholstery solutions that perform consistently, integrate seamlessly into production, and remove friction from every step of the install.

Every product we build, from our, PVC-free EnviroLeather™ to custom, print-on-demand solutions, is engineered with real manufacturing challenges in mind. Our goal is simple: deliver high performance, increase efficiency, and give our partners the operational advantages they need to compete and grow. We operate as true collaborators, working closely with OEMs and dealers to develop programs that create measurable value. Through dependable grade-in partnerships, exclusive white-label solutions, and transparent pricing and support, we help our customers reduce risk, streamline ordering, and protect their margins.

Driven by proactive innovation and a confident commitment to doing things the right way, we build relationships on clarity, reliability, and follow-through. LDI Textiles is the partner manufacturers trust. Because we make their work faster, easier, and more profitable, every single day.

Position Summary

The Regional Sales Manager is responsible for implementing strategic initiatives, driving revenue and market development, and fulfilling sales objectives within the assigned Canadian territory. This role serves as a primary field resource for manufacturer representatives, healthcare systems, furniture dealers, and design partners. The Sales Manager is accountable for executing sales initiatives, supporting strategic accounts, and providing expert product, performance, and application guidance. Success in this role requires a strong understanding of commercial interiors, healthcare procurement dynamics, and the ability to build trust through expertise and follow-through.

Key Responsibilities

- Build and manage relationships with manufacturer representatives, healthcare systems, furniture dealers, architects, and designers within the assigned territory
- Drive adoption of LDI Textiles through focused sales initiatives and account development
- Serve as a primary resource for product performance, specifications, and application guidance
- Support and educate manufacturer representatives through regular communication, training, and field activity
- Respond to account inquiries and coordinate solutions with internal teams
- Maintain accurate activity, pipeline, and account records within the CRM

- Participate in industry events, trainings, and targeted market activities as required
- Provide field support related to technical questions and warranty investigations

Core Capabilities

- Consultative selling and relationship-building skills
- Ability to communicate technical information clearly and credibly
- Strong organization, follow-up, and territory management discipline
- Problem-solving mindset with a focus on practical outcomes
- Ability to work independently while aligning with broader sales strategy
- Understanding of healthcare procurement structures, including Canadian GPOs (e.g., HealthPRO Canada)

Qualifications

- Proven experience in B2B sales, account management, or business development
- Strong written and verbal communication skills
- Ability to assess customer needs and deliver tailored solutions
- Proficiency with CRM and sales tracking systems
- Willingness and ability to travel within the assigned territory, including overnight travel as needed
- Bilingual (English/French) is an asset, not a requirement

Preferred Background

- Experience in commercial furniture, textiles, or interior products
- Familiarity with healthcare, senior living, or institutional environments
- Experience working with manufacturer representatives or dealer networks
- Familiarity with Canadian healthcare buying partnerships, including HealthPRO Canada, Mohawk Medbuy, and Kinetic GPO

Required Credentials

- Valid driver's license
- Valid passport

Why Join LDI Textiles

- Be part of a team dedicated to making colleagues, customers, and partners feel valued and supported.
- Work with a focused, performance-driven product portfolio
- Partner with customers who value expertise and long-term relationships
- Clear expectations, accountability, and decision-making structure
- Direct impact on market growth within a strategic region
- Competitive compensation and benefits aligned to the Canadian market

Onboarding & Support

- Structured onboarding and training program
- Ongoing product, market, and sales process support
- Direct access to leadership and technical resources

Compensation

This position offers a competitive compensation package consisting of a base salary and performance-based commission. LDI is a U.S.-based organization and employs international team

members through an Employer of Record (EOR), RemoFirst, in accordance with all applicable local employment laws.

Base Salary: CAD \$55-75,000 annually (USD \$40-55,000). All compensation is paid in CAD.

Commission: In addition to base salary, the employee is eligible to earn commission on specified sales. Commission is calculated at 1.5% - 3% of qualifying, specified, sales made in Canada. Based on current sales targets and performance expectations, *annual commission earnings are expected to be approximately CAD \$75,000 annually (USD \$60,000); however, commission is strictly performance-based and not guaranteed.*

Commission Calculation and Payment: LDI conducts all foreign sales transactions in USD. Commission amounts are calculated in U.S. Dollars (USD) and converted to CAD. Commissions will be based on sales in USD and converted from USD to CAD using the applicable exchange rate on the 15th day of the month following the month in which the sales occurred.

Eligibility: Commission eligibility, qualifying sales, and payment terms are governed by company commission policies and the applicable employment agreement administered through RemoFirst.

How to Apply

Please submit your resume and a brief introduction to klevitt@ldisolutions.com