

Star Search.

[National Sales Manager]

Our client – an established, well-known manufacturer with very strong market share – seeks an experienced, flexible, well-mannered, confident yet *humble Manager of National Sales* to lead their national sales and national accounts team, to call directly on corporate offices of key electrical wholesaler chains work with rep agencies as well as to *oversee P&L*. And they seek someone with *star potential* who has the ability and desire to move up in their career!

You must be able to deal with large customers on their own financial terms, as well as understand what it takes to maintain their cash flow statement. Your understanding of supply chain management will facilitate effective communication among our client's regional sales management team. You'll use your experience with the construction and electrical distribution markets when interfacing at the highest corporate level and establishing *win-win* relationships. This position offers great opportunity for the right person for quick advancement potential to an even higher level, very visible position within the company.

Our ideal candidate is currently a National Sales Manager, Director of Sales, Vice President of Sales or possibly Director of National Accounts who currently or has in the past been responsible for P&L for their company, division, business unit, or region. You should have managed direct reports as well as managed a network of independent rep agencies and must have experience working for a manufacturer of electrical, lighting, HVAC or building products selling to the wholesaler channel. You should know the greater electrical lighting/construction industry and have the experience and smarts to run a business. You should ideally currently live in the Northeast U.S or be willing to relocate easily and very quickly. 40-60% travel. BS/BA is required, and an MBA is a plus!

If you want a career, not a job, send us your resume along with a half-page write-up of an accomplishment that best demonstrates your most significant work. Include this in your email response. We'll read it first. *E-mail your resume NOW to **Chris Fortin** at: edisonreport@pompeo.com*

We believe your accomplishments are as important as your resume. If you are an achiever, we'll get back to you right away.

*Since 1986, the most highly regarded companies, both large and small, in the lighting and electrical industry have depended on **Paul Pompeo** to bring them the most accomplished and vital talent available---candidates who will perform and grow with your company for the long term. To discuss your specific needs, call or e-mail **The Pompeo Group** now.*

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