

Calypso dancing experience not required.
[Business Development Mgr./Florida & Caribbean]

But our client – a manufacturer in the renewable energy arena – *is* looking for an assertive, intelligent, *adaptable* and creative Business Development/Regional Sales Manager for Florida who has *a good knowledge of the Caribbean market!*

You'll utilize your strong closing and time management skills, your ability to command respect, your understanding of lifecycle costing and your network of contacts with contractors, end users and specifiers as you call on, service and /support maintenance and/or general or paving contractors in the Florida and the Caribbean area. You'll also call on *hospitalities, schools/universities*, other large end users as well as landscape architects & engineers.

Our ideal candidate should have a successful track record in sales and business development with construction equipment and/or services (such as building automation systems, relays, lighting controls/dimmers, PLCs, switchgear, lighting services, dimmable ballasts, HVAC, power supplies, and/or motor controls). You should be very comfortable *selling systems, services and/or solutions rather than just pushing products*. You should currently be a Business Development Manager, Regional Sales Manager, Sales Representative or possibly a Branch Manager.

You should also have excellent communication skills, *be very comfortable making presentations to large or small groups* and should currently live in Miami, Orlando or Ft. Myers (or other south Florida locations). Speak Spanish? *!Eso sería excelente!* Experience calling on *Carilec* is a plus but not crucial. Engineering degree a plus but not essential. 60-65% overnight travel.

If you want a career, not a job, send us your resume along with 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 **Terri Martin** at: edisonreport@pompeo.com

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