



The Leader in Electro-Optics Technology

a subsidiary company of **LITEON**

Leotek Electronics USA Corp.

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LED GREEN Technology

Regional Sales Manager Position Commercial and Industrial LED Lighting Products

Leotek Electronics USA Corp. develops, manufactures and markets high performance, solid state lighting solutions for a variety of applications including street and area lighting. Leotek is seeking a Regional Sales Manager for their Midwest Region.

Job summary:

Regional Sales Managers are responsible for outdoor luminaire sales and lighting agency management within the assigned region, while based in a home office.

Principle Responsibilities:

- Implement aggressive sales strategy and achieve sales goals.
- Continually monitor the quality of representation and ensure that it is optimized in each territory.
- Train agents and customers on Leotek products, technologies, and applications.
- Establish and maintain relationships with key specifiers and end-user customers within the region.
- Provide regular product and market feedback to marketing and engineering.
- Represent Leotek at trade association meetings and trade shows.
- Direct large quotation strategies.

Education/Experience:

- Bachelor's Degree in Business Administration, Design Fields, Engineering or other related disciplines.
- Minimum of three years of applicable experience in lighting-related sales.
- Experience with municipal or utility street lighting required.
- Familiarity with photometry and LED technology required.
- Proficiency in office computer systems and Windows-based software (including word processing, spreadsheets, presentation programs, Internet browsing and e-mail) required.

Additional Requirements:

- Ability to travel approximately 50% of the time.
- Ability to maintain a home office.
- Preferred location is the greater Chicago area, but other Midwest locations near major airports will be considered.

Please send resumes in confidence to laura@leotek.com.

Leotek is an Equal Opportunity Employer.