

REGIONAL SALES MANAGER (NORTH EAST, USA)

Viscor Inc is Canada's largest independent LED & fluorescent lighting manufacturer. We are growing in many areas and searching for talented individuals to join our team of sales, lighting and manufacturing specialists.

SUMMARY OF POSITION:

We are currently seeking a highly motivated Independent Contractor to help build & manage our USA sales. We are seeking a career-oriented individual with superior sales ability in the lighting industry, as well as superior interpersonal and management skills. With direction from the Sales Operations Manager in Canada, this position will be primarily responsible for the sales of the Viscor line of luminaires in the North East territory of the USA; servicing agents and distributors alike.

The successful candidate will possess excellent communication skills and a proven sales record, with a minimum of 3 years senior sales related experience and LED lighting knowledge. The candidate will also possess strong leadership and management abilities and is driven by understanding the customers' expectations while always maintaining the Company's interest and terms of sale.

ESSENTIAL DUTIES & RESPONSIBILITIES

- Cultivate the existing agent and customer base while continually identifying and developing new distributors and agents
- Assist with the development and continuous improvement of the overall sales business plan
- Prepare sales action plans to manage customer opportunities as well as well as to prioritize growth opportunities
- Monitor, track and enforce company policies
- Deal with customer problems or complaints promptly.
- Continually follow up on project quotes and track projects closely until sold or lost
- Submit monthly sales report and report of lost projects
- Analyze and evaluate the effectiveness of sales, methods, costs and results
- Answer incoming sales calls promptly
- Direct and assist with the coordination of company sales functions
- Represent the company at various sales meetings, training sessions, or events to promote the company, as required
- Promote positive relations with Viscor employees, partners, vendors and distributors
- Communicate and work in partnership with other department heads and senior management at Viscor to solve problems, develop and maintain objectives and to ensure company wide consistency.
- Travel required
- All other duties as may be assigned

QUALIFICATIONS & EXPERIENCE

- Minimum of 3 years' sales experience within the lighting industry - with particular emphasis on LED lighting sales
- Good working knowledge of fluorescent and LED lighting
- Excellent English verbal and written communications skills with the ability to effectively communicate and make presentations
- Ability to handle difficult situations with diplomacy & respect
- Ability to clearly and effectively set and attain goals
- Computer Proficiency and Strong practical knowledge of Microsoft Office (Outlook, Word, Excel & PowerPoint)
- Detail oriented with strong organizational skills and the ability to prioritize multiple tasks
- Ability to maintain confidentiality of proprietary and sensitive business information.
- Valid drivers license

Interested applicants may send their resume to Viscor Inc. at hrwork@viscor.com or fax resume to 416-245-4778. Please visit our website: www.viscor.com. We thank all candidates, but only those selected for an interview will be contacted.