



Regional OEM Sales Manager – Central USA

About Us

Fulham is a global manufacturer of innovative, high quality and cost competitive lighting components and specialty lighting solutions. We use our engineering expertise to provide our clients cutting edge components with industry leading reliability, advanced intelligence, and superior value, service, and support. Founded and headquartered in California, our ongoing focus and commitment to quality and client satisfaction have enabled us to become one of the most well-respected component manufacturers in the industry.

Job Description

We are seeking a Regional OEM Sales Manager to maximize sales and service to our existing clients, and to identify and develop new clients within the territory. The RSM will sell our products and services directly to OEM's within the assigned region, including IL, WI, MI, OH, IN, MO, NE, and KS. Responsibilities include:

- Provide superior service to ensure client satisfaction
- Develop and implement a plan to maximize sales
- Take initiative to improve products, services, and processes
- Maintain client and prospect information using CRM software
- Prepare and submit sales and product forecasts
- Represent Fulham at industry events and conferences

Requirements

- Bachelor's degree and 5+ years experience in lighting, electrical, or a related field
- Excellent verbal and written communication skills
- Self-starter with proven history of producing positive results
- Technical knowledge preferred (lighting and/or electrical)
- Must reside within the sales region near a metropolitan area
- Ability to travel within the region as needed

Compensation / Benefits

Fulham offers an excellent workplace that rewards client orientation, forward leaning leadership, fact based decision making, empowering employees, and lean organization. Our compensation package includes a competitive base salary, performance-based incentives, automobile allowance, 401K, and a medical/dental benefits package.

If you possess a strong work ethic, positive attitude, sincere desire to win, and want to join an established and growth focused company with like-minded teammates, we may have the perfect opportunity for you!

Interest / Response

Interested candidates should submit a resume and cover letter in confidence to:

Fulham Human Resources
hr@fulham.com