

Eastern Regional Sales Manager –Exterior Architectural Lighting

Full-Time

Greater New York City Area, NY/NJ Area -- USA

The Position

WE-EF LIGHTING USA is seeking a highly qualified candidate for the Eastern Regional Sales Manager position for our fast-growing Architectural Exterior Lighting brand. This is a tremendous opportunity to join our successful team with plenty of room to grow with us.

The Sales Manager is responsible for leading and directing the sales development in the Eastern region of the United States and Canada. The chosen candidate will be well-established within the exterior lighting community and has excellent working relationships with the lighting design community in this market. He or she is well known within the sales representative network in the Eastern region.

This new full-time position will support the increasing demand for WE-EF products and ultimately the growth of WE-EF USA. The successful candidate will be responsible for maximizing sales volumes and quotas and will work with sales representatives and specifiers in the stated region. The position requires 50-60% overnight travel, including attending sales meetings and training events at the Pittsburgh area HQ.

The successful candidate is a talented, energetic, and passionate individual with a proven track record of success in the lighting industry, has an impeccable reputation, and a high degree of integrity. The person resides in the Greater New York or surrounding areas and works collaboratively within our very successful team and must have the desire to make a real difference to the industry.

Reporting Relationships

The Eastern Regional Sales Manager will currently report directly to the President and CEO.

Key Responsibilities

The sales territory includes the Eastern Region of the USA, (from Maine to Florida, East of the Mississippi River) with a special focus on the New York City Metropolitan Area, plus Ontario and Quebec, Canada.

- Work closely with Lighting Sales Representatives, Designers and Specifiers
- Create and maintain strong relationships with relevant parties, while paying attention to market needs
- Grow profitable sales in the Eastern Region of the US
- Achieve sales goals as set by CEO
- Identify and generate new opportunities and build the WE-EF USA brand

Eastern Regional Sales Manager

Job Posting

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- Propose new sales targets in the region based on verifiable market intelligence
- Present new products to clients with full understanding of their features and benefits
- Answer customer requests regarding e.g. products, pricing and technical modifications
- Attend regional trade shows and maintain individual road show travel schedule

The Candidate

Education

- Bachelor's Degree or higher

Mandatory Professional Qualifications:

- 7-10 years of professional experience in the Lighting Industry
- Well-established and respected within the Lighting Industry in the Eastern Region
- Reputable working relationships with Lighting Sales Representatives, Designers and Specifiers in Eastern Region
- Excellent written, verbal and presentation skills related to technical products

Additional Professional Qualifications:

- Dynamic team player with the drive and the desire to make a real difference
- High level of energy, competitiveness and initiative
- Understand the technical aspects and features of WE-EF and competitors' products and optical systems
- Ability to conduct product training to sales representatives, specifiers and end users
- In-depth understanding of current LED technology, as well as electronic control systems, including wireless control system and motion control systems
- Experience and understanding of the European-designed specification grade outdoor lighting market
- Strong organizational skills and ability to handle several projects and project locations simultaneously
- Computer skills: advanced level user of PowerPoint, Excel and Word; familiarity with CRM software
- Must hold a valid drivers' license and a valid passport

The Company

WE-EF LIGHTING USA is seeking a highly qualified candidate to fill the full-time position of Eastern Regional Sales Manager for our fast-growing Exterior Lighting brand. This is a tremendous opportunity for a talented, energetic and proven individual that resides in the Greater New York City area, to lead and direct the sales efforts in the Eastern region of the United States and Canada.

The ideal candidate is well established within the exterior lighting community and has excellent working relationships with the lighting design community. This person must have the knowledge and relationships

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with the lighting design community in the market, as well as knowledge of the sales representative network in this region. This unique person will travel 50-60% overnight, including attending sales meetings and training events at the Warrendale, PA office.

The successful candidate is a talented, energetic, and passionate individual with a proven track record of success in the lighting industry, has an impeccable reputation, and a high degree of integrity. This person resides in the Greater New York City area or surrounding areas and works collaboratively with our very successful team and must have the desire to make a real difference to the industry.

For more information, please visit the company's website: www.we-ef.com

The company is offering immediate full-time employment and a competitive total compensation package comprised of a base salary, performance related bonus program, Health, Dental, Life and LTD insurance and an Employee Family Assistance Program.

Qualified applicants should email their resumes including a cover letter with details about their achievements, interests and range of salary expectations to EasternSalesManager@JBeeline.ca for consideration. No phone calls, please.

Only applicants that meet a minimum of three mandatory requirements will be considered