



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 Southeast 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 Atlanta metropolitan area, but other locations in the Southeast U.S. will be considered.

Please send resumes in confidence to [laura@leotek.com](mailto:laura@leotek.com).

Leotek is an Equal Opportunity Employer.