

Channel Manager, Toronto

Our client [a very well-respected manufacturer with whom we have placed several people] is looking for a technically astute, self-directed, motivated and diligent Channel Manager as you capitalize on your business relationships with specifiers, engineers, architects and lighting designers).

You will use your strong negotiating and relationship-building skills, your talent for working with others and your ability to bring things to fruition as you investigate the local market and identify customers that our client should be calling on (architects, energy contractors, specifiers, targeted end users and engineers). You must have the contacts that will get our client through the doors with industrial end users, big box retail and/or architects/engineers.

Our ideal candidate is currently a Sales Manager, Technical Sales Representative, Sales Representative, Product Manager or an Engineer (with a firm or manufacturer) who lives within the Toronto (or Hamilton) area and is with a manufacturer or rep agency dealing with fixtures, lamps, ballasts and/or specification grade lighting, or a design/engineering firm. He/she must know the Toronto/Hamilton market very well, be hard-working, strategic, diligent, sensitive towards others and should have good relationships with architects, engineering and lighting design firms. Our client has a very entrepreneurial culture and this position offers a lot of room for growth. If you 'live and die by the sword' then you can really write your own ticket! Technical degree/certificate preferred but not critical; local travel only, no overnight travel.

If you want a career, not a job, send us your resume along with an accomplishment that best demonstrates your most significant work. Include this in your email response and we'll read it first.

E-mail your resume to: edisonreport@pompeo.com

We believe your accomplishments are as important as your resume. If you are an achiever, we'll get back to you right away.

The Pompeo Group is the number one name in lighting and solid state recruitment. Since 1986, the most highly regarded companies, both large and small, in the lighting and electrical industry have depended on Paul Pompeo to bring them the most accomplished and vital talent available---candidates who will perform and grow with your company for the long term. To discuss your specific needs, call or e-mail The Pompeo Group now www.pompeo.com

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