

## Organization Description:

AmerillumBrands is a mid-size, Architectural lighting fixture manufacturer, located in Southern California, providing lighting solutions for the architectural and design communities. Our continuous growth has resulted in the immediate need of a Regional Sales Manager – Northeast Division with lighting experience & great communication skills.

## Job Summary:

Develop and execute successful sales strategies for rapid revenue growth within the Northeast regional market to achieve sales objectives through the coordination of client opportunities. Educate sales agencies and specifiers as to the benefits of specifying a·light. This position requires aggressive sales activity, independence, initiative and relationship management skills while working within the existing sales team environment.

## Responsibilities:

- Continually train and manage agency staff. Travel to agent offices on a specific schedule as determined by Sales Director to introduce and demonstrate new products. Main method of agent training is in-person, to include follow-up phone and web meetings if needed.
- Train agent sales staff to promote both product lines and give product presentations. Participate in joint sales calls with agents during every visit to build personal relationships with specifiers.
- Present AIA courses. Identify and train key agent advocates to present those AIA courses on our behalf.
- Support internal customer service personnel in managing projects, technical pricing, returns, etc. Resolve project questions/concerns between agent, specifier, contractor, distributor and customer support. Assist agent and specifier with specification detail and potential cross-over products.
- Monitor overall performance of each territory agents. Monitor all projects within that territory. Work with agent to improve sales.
- 75% travel within territory as required to develop and strengthen client relations. Travel to home office as required for sales and client meetings.
- Participate in corporate strategy and planning.
- Participate in corporate industry events such as regional and national trade shows and association events, as required, to build relationships and identify key specification influences.

## Qualifications:

- Must have 6+ years of sales experience in the lighting market or relevant field.
- Knowledge of light sources, optics, luminaire design. Lighting Certification preferred.
- Work from home office within market region. Requires a unique ability to work independently, yet effectively communicate with and remain part of the sales team environment.
- Strong in MS Office Applications: Word, PowerPoint, Excel, Outlook.

## Key Skills:

- Interface well with architects, lighting designers and engineers.
- Excellent analytical, interpersonal, written and verbal communication skills.
- Strong leadership, results-seeking, self-motivated, creative problem solving, solutions-orientated.
- Strategic sales and business development, sales forecasting, negotiation skills.

Job location: Main office is located in Oceanside, CA.

Home office in the following area is acceptable: Within 25 miles of New York, NY.

Travel territory is currently throughout the following states: ME, NH, VT, NY, MA, CT, NJ and RI.

Salary commensurate with experience. AmerillumBrands offers a comprehensive compensation package.