



## Director, LED Light Sources

### 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 lighting components with industry leading reliability, advanced intelligence, superior value, and the best service and support. Founded and headquartered in California, our ongoing focus and commitment to quality and client satisfaction have enabled Fulham to become one of the most well-respected component manufacturers within the industry.

### Job Description

The Director of LED Light Sources will be the business owner for Fulham's LED module and engine business, with a responsibility to define, oversee development, launch, sales and product line profitability through product EOL. Given the rapid growth of LED Light Sources, this individual will oversee a key component of Fulham's global revenues. This individual will be required to identify the key product opportunities that will lead to revenue growth, market leadership and dominance, and world-class product and brand positioning in the LED Light Sources sector.

### Responsibilities:

- Set and drive the LED Light Source segment from business and product strategy through successful product in the market, including assessing the competitive landscape, building the vision and product road map for the LED Light Source sector, and managing product delivery with accountability for key metrics.
  - Listening to and analyzing the market, which will be achieved through interacting with customers and prospects, industry and market analysts, consultants and other key market influencers
  - Track and analyze trends in the LED Light Sources market, while identifying development challenges and industry pain points
  - Solicit input from internal constituents, including the technical and sales teams
  - Understand technology trends and translate them for the development team in order for them to be able to build highly targeted, world class products
  - Refine and deliver upon Fulham's value proposition to its customers while ensuring its LED light source products are differentiated in the marketplace
  - Define product requirements for engineering and build consensus around the product road map; then manage delivery and launch of those products
- Additional responsibilities include:
  - Serve as the company's primary customer advocate, ensuring that the company's LED Light Sources products address customers' needs and exceed expectations
  - Working with manager and peers to ensure effective, unified product line strategies
  - Working directly with major accounts to understand how Fulham can best integrate into its clients' business plans and gain a larger share of its client's spend
  - Partnering with the sales organization to provide exceptional insight and sales tools that clearly articulate the value proposition, ROI, and key selling messages
  - Building third party relationships to broaden/compliment Fulham and the product line

### Requirements

- Minimum of five years of experience in product management, product marketing, product strategy and/or product development, as well as domain expertise in the LED Light Sources industry
- Be commercially savvy with depth of knowledge of the dynamics and trends in the LED Light Sources market, as well as be technically astute and capable of mastering the technical details of Fulham's LED Light Sources product line
- A proven track record of successfully aligning technology and products with market needs in a high growth environment and will have launched products that have achieved meaningful commercial success

- Must have the technical capability to be viewed as “credible” to Fulham’s engineering team, while also possessing the ability to interact with the sales organization and customers
- Be a strong leader and possess an orientation toward hands-on execution
- Be self-motivated, and able to manage in a high-growth, entrepreneurial environment
- Possess good communication skills and be able to make connections with both internal and external constituents and build strong relationships
- Bachelor’s degree, preferably in a related technical discipline such as electrical engineering, mechanical engineering, etc.
- Graduate degree in the form of an MBA or other discipline
- Fluency in Mandarin or Cantonese desired

### **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, 401K, and a medical/dental/vision benefits package.

### **Interest / Response**

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

Anthony Jung  
Human Resources  
[ajung@fulham.com](mailto:ajung@fulham.com)  
[www.fulham.com](http://www.fulham.com)