



BEGA-US, a recognized leader in the lighting industry, offers an array of exterior and interior lighting products with an emphasis on quality design, materials, innovation and performance. We are a solid, privately held company located in Southern California seeking a highly motivated individual for a full time position as the Vice President of Sales, reporting to the President.

This is an exceptional and rare opportunity to join the preeminent leader in architectural lighting solutions. As a brand leader and innovator, **BEGA-US** seeks the best and brightest to become an integral member of our Sales and Executive Management Team.

The successful candidate will have a proven record of experience and success in the following areas:

- 10 – 15 Years of Sales Management experience with an exterior lighting manufacturer.
- Ability to effectively monitor and evaluate market needs and implement strategic promotional and sales strategies.
- Leadership skills focused on team development, training and support; unwavering commitment to continuous improvement initiatives.
- Strong passion and ability to consistently deliver superior service to internal and external customers by employing a balanced, strategic approach that is aligned with the company's goals and objectives.
- Manage long-term relationships with representative agencies, specifiers and all key stakeholders within sales channel.
- In depth knowledge of existing and emerging lighting technologies including solid state lighting.
- Understanding and appreciation of architectural design and lighting applications.
- International project experience a plus.
- Strong understanding of manufacturing environment including the functional and operational aspects of the organization.
- Develop and manage external communications, including sales reporting, sales policies and various promotional initiatives.
- Manage sales forecasting and budgeting process, including implementation of effective growth strategies.
- Strong project management and presentations skills; ability to plan and conduct national sales meetings and product introductions.

Educational Requirements:

- Business Administration Degree in sales, marketing or related fields. MBA preferred.
- Industry related accreditations including LEED AP, LC desirable

BEGA-US offers an attractive compensation package, including health care, 401K, and an extraordinary working environment.

Qualified candidates may apply by sending resume and cover letter to Erma Cervantes, **BEGA-US** Human Resources Manager, ecervantes@BEGA-US.com.

BEGA-US

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