



Regional Sales Managers – Southeast & Mid-Atlantic USA

About Us

Fulham Company Inc. is a global manufacturer of quality lighting components including lighting controls, emergency back-up systems, and ballasts and lamps for LED, fluorescent, HID, halogen, and induction lighting. Founded and headquartered in California, our ongoing focus and commitment to quality products and client satisfaction have enabled Fulham to become one of the most well-respected component manufacturers within the industry.

Job Description

To support our ongoing growth, we are currently seeking two Regional Sales Managers for the Southeast and Mid-Atlantic USA regions. The goals of the position are to maximize sales to existing clients, and to identify and develop new clients and market segments within the region. The RSM will sell our products and services personally and through agents, to a client base that includes OEM's, distributors, and related businesses.

- Develop and implement a plan to maximize sales
- Ensure region profitability, sales growth and client satisfaction
- Represent Company at industry shows and conferences
- Effectively prospect and generate sales with new clients
- Maintain client and prospect database using CRM software
- Provide recommendations for new products and improvement
- Prepare and submit accurate sales forecasts and call reports

Requirements

- Bachelor's degree and 5+ years experience in lighting, electrical, or a related field
- Excellent presentation and closing skills
- Self-starter with proven history of producing positive results
- Technical/electrical knowledge preferred but not required
- Leadership or general management experience a plus
- Ability to travel as needed
- Candidates from various backgrounds encouraged to apply:
 - o Controls sales
 - o Distributor or OEM Sales
 - o Fixture sales
 - o Specification sales
 - o Electrical/electronic or lighting component sales
 - o Contractor sales
 - o Engineering/design
 - o National accounts, government, retail, other

Compensation / Benefits

Fulham offers an excellent compensation package including a competitive base salary, performance-based incentives, automobile, 401K, and a medical/dental benefits package.

Interest / Response

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

Anthony Jung
Human Resources
ajung@fulham.com

EOE/M/F/H/V