

REGIONAL SALES MANAGER (North East & Mid West USA)

June 17, 2014

Visioneering is one of the largest lighting manufacturers in North America with the most technologically advanced machinery in the lighting industry. We are currently seeking a highly motivated individual to help lead our USA sales team. We are seeking a career-oriented individual with superior sales ability in the lighting industry, as well as superior interpersonal and management skills.

Reporting to the Vice President of Sales, this position will be primarily responsible for the sales of the Visioneering line of luminaires in the North East & Mid West USA territory; servicing agents and distributors alike.

The successful candidate will possess excellent communication skills and a proven sales record, with a minimum of 3 years **senior sales** related experience and **LED lighting knowledge**. The candidate will also possess strong leadership and management abilities and is driven by understanding the customers' expectations while always maintaining the Company's interest and terms of sale.

ESSENTIAL JOB RESPONSIBILITIES:

- Meet and exceed company sales goals and targets
- Cultivate the existing agent and customer base while continually identifying and developing new distributors and agents
- Assist with the development and continuous improvement of the overall sales business plan
- Prepare sales action plans to manage customer opportunities as well as to prioritize growth opportunities
- Monitor, track and enforce company policies
- Deal with customer problems or complaints promptly and involve vendors or other departments, as required for appropriate resolution.
- Continually follow up on project quotes and track projects closely until sold or lost
- Submit monthly sales report and report of lost projects
- Analyze and evaluate the effectiveness of sales, methods, costs and results
- Answer incoming sales calls promptly
- Direct and assist with the coordination of company sales functions
- Represent the company at various sales meetings, training sessions, or events to promote the company, as required by manager
- Promote positive relations with coworkers, partners, vendors and distributors
- Communicate and work in partnership with other department heads and senior management to solve problems, develop and maintain objectives and to ensure company wide consistency.
- Travel required
- All other duties as assigned

QUALIFICATIONS:

- Minimum of 3 years' sales experience within the lighting industry - with particular emphasis on LED lighting sales
- Very Good working knowledge of fluorescent and LED lighting
- Excellent English verbal and written communications skills with the ability to effectively communicate and make presentations
- Ability to handle difficult situations with diplomacy & respect
- Ability to clearly and effectively set and attain goals
- Computer Proficiency and Strong practical knowledge of Microsoft Office (Outlook, Word, Excel & PowerPoint)
- Detail oriented with strong organizational skills and the ability to prioritize multiple tasks
- Ability to maintain confidentiality of proprietary and sensitive business information.
- Valid drivers license

We offer a competitive salary; benefits package and the professional advantages of an environment that supports your development and recognizes your achievements. Interested candidates may email their resume and cover letter to hrwork@viscor.com

We thank all candidates, but only those selected for an interview will be contacted.