



March 14, 2014

National Sales Manager

Atlantic Lighting is an established manufacturer with an existing sales force and an excellent reputation for quality products and quick lead-times. Due to the significant growth we have achieved, expansion of our LED product line, recent acquisition of Zoom Lighting and a 60% increase in our production facility, we are seeking an experienced National Sales Manager to add to our growing team.

The successful candidate will have extensive experience in lighting, either with a manufacturer or sales agency. This individual will need diverse skills to; train and support our rep sales force, call on distributors, designers, engineers, and specifiers, manage large projects, quote jobs, and serve as a technical resource for customers. BA or BS in marketing or business and 10+ years in lighting, with 5-7 years of proven sales management success. Understanding of manufacturing and general business is highly desired.

This position will be responsible for sales across the US and Canada and report directly to the Director of Marketing & Sales. Working from the headquarters facility in Fall River, Massachusetts with approximately 50% overnight travel required.

As a family owned and operated company, Atlantic Lighting offers a great working environment, medical, 401K and an attractive compensation plan.

For consideration, send resume and cover letter with salary requirements to: sales@atlantic-lighting.com.