

## **BUSINESS DEVELOPMENT MANAGER**

Traxon Technologies is a leading systems and solutions provider in the LED based lighting industry, with major offices and certified integration specialists around the world. Traxon Technologies, together with its control brand, e:cue, is a global leader in solid state lighting and control systems providing complete, sustainable and intelligent lighting solutions. Working with our extensive partner network, Traxon & e:cue transform creative visions into unforgettable lighting experiences, elevating architectural, entertainment, hospitality, and retail environments around the world.

Join us on the cutting edge of lighting technology by considering yourself in the role of **Business Development Manager**.

### **Primary Responsibilities:**

- Present and promote the Traxon lighting brand and the e:cue control brand to both direct and indirect channels
- Develop strategic relationships with companies that can foster a long term partnership with Traxon
- Develop new business relationships and maintain existing relationships with lighting and control specification customers such as: Architects, Lighting Designers, Interior Designers, and Synergetic companies that will utilize Traxon systems
- Develop new business relationships and maintain existing relationships with lighting and lighting control integrators, installers and contractors such as: General Contractors, Electrical Contractors, AV Installers and System Integrators
- Achieve monthly, quarterly and annual sales targets which will be agreed upon prior to the start of every year
- Spend 80% of time out of the office in face to face meetings. Travel is a key part of the job and overnight stays may be required

### **Qualifications:**

- Bachelors Degree Required, MBA a plus, and a minimum of 3 years experience within the LED lighting or lighting control industry
- Excellent presentation, verbal and written communication skills
- Relationship building skills
- Working knowledge of DMX control solutions

Please send resume with cover letter to [jobs@traxon-usa.com](mailto:jobs@traxon-usa.com) . You must include position in subject line of email.

Traxon is an Equal Opportunity Employer EOE/AA M/F/D/V.