

## **Job Posting – National Sales Director**

### **Company Description:**

Tanko Lighting is a green manufacturer of superior new and retrofit light fixtures using innovative and energy efficient technologies for outdoor lighting and street lighting applications. Located in San Francisco, CA, the company was founded in 2003 on the core principles of sustainability, affordability, and superior quality and is focused on the triple bottom line (people, planet, profit). Tanko Lighting has an established national sales network and is looking to hire a talented, enthusiastic national sales director to help ensure the company's continued growth, superior services and success:  
[www.tankolighting.com](http://www.tankolighting.com)

Tanko Lighting is an equal opportunity employer and affords equal opportunity to all applicants for all positions without regard to race, color, religion, gender, national origin, age, disability, veteran status or any other status protected under local, state or federal laws.

### **Position Description:**

The National Sales Director is a salaried position that directs company sales, including recruitment/management of manufacturer representatives and distributors. The essential job functions include:

- Strengthens an existing national sales network, using manufacturer reps and distributors. Develops annual goals, strategies and methods by which to evaluate network performance
- Conducts ongoing research to identify relevant new potential manufacturer reps and original equipment manufacturers nationally
- Identifies and recruits original equipment manufacturers
- Fields requests for quotations and orders to the Sales Coordinator
- Supports marketing campaigns by providing feedback on relevance, need, and execution strategies – including promotional campaigns and website strategies
- Assists with business development and creation of new markets/product lines
- Manages opportunities in order to meet annual sales quotas
- Delivers/tracks frequent performance metrics and trends to sales and Executive team
- Assists with customer service issues and provides expert guidance in all aspects of order fulfillment
- Identifies opportunities for improvement and strategies to execute solutions within existing business model
- Effectively engages existing sales network relationships via weekly email and phone communication, as well as a robust travel schedule resulting in an average of 60% travel time

- Assists in the company's expansion of professional services by promoting the model to the sales network, identifying opportunities, drafting scope and specifications for Requests for Proposals, and supporting company efforts to develop and submit solicited and unsolicited proposals
- Other duties as requested

**Minimum Requirements:**

- Bachelor's degree in Business Administration, Marketing, Engineering or related field
- 10 + years of experience as a seasoned professional with technical knowledge of the outdoor lighting market and significant sales experience in the lighting industry, including municipal customers, commercial and industrial customers, and manufacturer sales representatives
- Extensive nationwide customer and supply chain contacts
- Self-motivated, highly organized
- Team player, capable of effective communication and collaboration
- Able to create strategy, give/take direction, and execute successfully
- Demonstrated industry leader, well-known in the outdoor lighting market
- Passionate, assertive individual who is goal and results-oriented and driven
- Proven track record of exceeding sales goals
- Demonstrated ability to effectively manage and motivate a team
- Demonstration of a highly committed work ethic – accountable, reliable, dependable
- Local to the San Francisco Bay Area and/or willing to relocate
- Proven experience in a director-level leadership position
- Strong familiarity with various outdoor lighting technologies, including induction, plasma, solar and LED

**Salary/Benefits:**

Tanko Lighting offers a competitive salary, commission structure and benefits, depending on experience.

**Application Procedure:**

Please send resume, cover letter and references immediately to: Clare Bressani, Vice President: [clare@tankolighting.com](mailto:clare@tankolighting.com). No calls please.