



**Juno Lighting Group is a leading manufacturer of lighting fixtures and related products. Since 1976, we have been serving customers throughout North America, including electrical distributors, lighting showrooms, contractors, architects, engineers, lighting designers and commercial facilities. Our product family includes six stellar brands and over 50,000 items for commercial and residential construction and remodeling. Juno Lighting Group is a unit of Schneider Electric, a global leader in the electrical industry.**

**Job Title:** Eastern Regional Sales Manager- Canada

**Location:** Greater Toronto, Ontario Area Preferred

The Eastern Regional Sales Manager (RSM)- Canada is responsible for growing the Juno Lighting Group's sales in accordance with company objectives, primarily through the multiplied efforts of Independent Manufacturer Rep Agencies and Channel Partners. The RSM will forecast and track account/project wins and overall revenue generation in the territory. The RSM will sell Juno Lighting Group's suite of products, with a focus on the core stock and flow goods at a distribution level. The RSM must display a high level of knowledge and personal interest in energy efficiency, energy management and sustainability in general. The RSM must effectively engage in consultative sales, coaching the customers on product features and benefits, while drawing on the Juno Lighting Group's technical sales and product design resources to support all aspects of successfully implementing lighting projects and stock orders.

**Overall Purpose and Objectives:**

**Key responsibilities shall include, but not be limited to, the following:**

The primary responsibility of the Regional Sales Manager will be to drive sales of JLG products through all markets in the assigned territory.

Management of JLG Commercial Specification Sales Initiative and Contractor Sales Initiative  
Work cross functionally within JLG to ensure we meet customer's needs and JLG business priorities.

Work closely with Business Unit Managers and Marketing to develop business strategy.

The Regional Sales Manager is primarily responsible for leading and guiding the execution of sales strategies and tactics for the region by managing key customer alliances and executive selling of divisional products, services, programs, and initiatives to the account.

The role will require up to 40% travel.

**Primary Responsibilities**

- Multi-functional, highly respected senior team leader able to work across boundaries and cultures
- Able to set up an environment which creates value
- Able to challenge and confront critical issues
- Develop and implement sales plans and strategies.
- Details key milestones, schedules, responsibilities and resources to implement plan
- Motivated by achievement of objectives and incensed toward specific attainment of plans/milestones
- Manage manufacturer representative firms in their assigned territory
- Maintain & motivate sales agency personnel to aggressively and pro-actively promote the JUNO LIGHTING GROUP product line
- Train sales agency personnel on JUNO LIGHTING GROUP products and processes

- Make joint calls with sales agency personnel to specifiers, distributors, end-users and contractors on a regular basis
- Expose, educate and develop relationships with key contractor / installers in their assigned territory

### **Manage area End-Users & Specifiers in their assigned territory**

- Visit major distributors, end-users and specifiers in order to promote the specification of lighting products
- Bring potential business to contractors & distributors for them to follow up and close sales of JUNO LIGHTING GROUP products

### **Knowledge levels**

- Understand the different roles of Distributors, Contractor/Installers, End-Users, Specifiers
- Be confident in presentation skills for all JUNO LIGHTING GROUP products and how each product differs from another

### **Supervisory Responsibility**

- None

### **Qualifications**

- 3-5 years experience working inside Distributorship, Manufacturers Representative and/or Factory Sales team within the commercial marketplace
- Sales Agency Background Preferred
- Preferred/lighting experience
- Bachelors Degree in business or related field
- Proven track record of excellent territory sales performance
- Excellent written & verbal communication skills