

National Sales Manager – Beghelli USA

Position Summary

We are a global lighting company specializing in the manufacturing and distribution of commercial and industrial lighting products. We are currently interviewing for the position of National Sales Manager. This position is the key point of contact between our customers and our company. The Beghelli National Sales Manager is responsible for developing and actively driving the implementation of all US sales strategies. This includes, but is not limited to, the initiation, development and continued maintenance of strong relationships with agents, specifiers, distributors and contractors. The National Sales Manager has the responsibility of continually developing, monitoring and motivating a team of Regional Sales managers, Inside Sales associates and quotations associates. You will continually strive to meet the company's expectations, philosophy and culture. This position requires working directly with customers and is the primary basis for our customers perception of the company. As such, it is an essential role and has a critical responsibility for achieving our corporate goal of being our customer's supplier of choice.

Responsibilities

- Develop, manage and motivate complete sales team
- Establish sales plans and goals for all territories
- Communicate regularly with entire team on items such as: activity, opportunity, follow-up.
- Achieve sale objectives in all regions
- Meet and exceed company margin and profit goals
- Provide continual sales progress updates through reports, meetings and presentations
- Monitor, evaluate and provide market need feedback to the company
- Prepare annual sale budget, incentive and other sales related programs
- Maintain, nourish and grow customer base through coordination with the sales team, agents and clients
- Develop a strategic plan each year by identifying trends, market needs and industry changes
- Work closely with Marketing on internal and external programs, promotions, product launches, literature and pricing
- Continually evaluate agents and make strategic changes when needed
- Resolve problems at all stages of the sales cycle
- Have excellent presentation skills

Ideal Candidate

- Possess and outgoing, friendly and professional personality. Perseverance that will produce excellent results.
- Great interpersonal, written and verbal communication skills
- Ability to effectively plan and organize
- Succeed and excel in sales, management, relationship building, training and meeting company goals
- Ability to deal with challenges and problem solving that may involve multiple variables
- Ability to travel throughout North America
- Ability to travel 50% of the time
- Self-motivated, self-managed, internally driven
- Ability to train, develop and motivate others
- Excellent presentation skills
- Fluent in verbal and written English

- Proficient computer skills (MS Office, Excel, Outlook)

Position Requirements

- A 4-year degree is preferred. A degree in Sales, Marketing, Business Administration, Design Fields, Engineering or related disciplines.
- At least 5 – 10 (+) years of sales experience in the lighting industry
- Current knowledge of LED technologies a strong plus
- General knowledge of national and regional lighting standards, codes and requirements a plus
- Comprehensive knowledge of agents / agency strategies
- Demonstrated management and leadership capabilities
- Plays well with others

Beghelli USA provides a competitive compensations program, exciting work environment and great company culture.

Please send resumes to:
jennycorcuera@beghelliusa.com