



**Job Title:** National Accounts Manager  
**Department:** Sales- National Accounts

**SUMMARY:**

The primary goal is to develop and maintain relationships with key retailers, lighting specifiers, and national account distributors that result in increase national account sales.

**ESSENTIAL DUTIES AND RESPONSIBILITIES:**

Presentation skills- Prepare and deliver persuasive presentations to end users and lighting specifiers with the goal to get Juno product specified and purchased through distribution.

Telephone skills- Ability to get appointments with key national accounts and specifiers.

Travel - Frequent travel throughout multiple state region is required.

Territory Management - Ability to research, creates, and executes a sales plan that will achieve territory growth and increase market share. Work effectively with territory agents, factory sales representatives, and other sales management to achieve goals.

Other duties may be assigned.

**QUALIFICATIONS:**

To be successful, an individual must be able to perform each essential duty to the company's expectations. In addition, it is required to comprehend and complete the training program offered by the company. Capable of performing duties as defined by the JLG Environmental, Health, Safety, and Quality Management Systems.

**EXPERIENCE and/or EDUCATION:**

College degree or equivalent education is required. Computer proficiency including but not limited to Microsoft Word, Excel, PowerPoint, and Outlook. Successful lighting sales experience is required. Ability to create energy audits a plus.

To apply please submit your resume to [resume@junolightinggroup.com](mailto:resume@junolightinggroup.com)