



Regional Sales Manager –South Eastern USA Territory

Selux is a fast growing manufacturer of linear extruded aluminum, interior fluorescent fixtures, and architectural exterior fixtures. We offer a great variety of interesting work, allowing a possible candidate exposure to both the interior and exterior architectural lighting market, in addition to many European affiliates. In the Selux facility, located in the Hudson Valley conveniently close to New York City as well as the Catskill Mountains, we manufacture all interior and exterior fixtures for the American market.

Selux Corporation has a successful track record of tremendous growth and sustainability, as a world-wide manufacturer of architecturally designed lighting fixtures, nestled right here in the Hudson Valley. We offer a competitive compensation and benefits package

Essential Duties and Responsibilities:

- Responsible for the determined Sales Territory
- Pro-actively maintain and service existing customer base, through a very hands-on approach.
- Pro-actively seek and establish new accounts and customers.
- Conduct market evaluations for potential new leads and projects.
- Provide technical expertise of Company products and applications to customers and accounts.
- Works closely with various specifiers and agents to promote and secure SELUX projects.
- Works closely with all internal, SELUX functions, to include; Quotes, IS/CS, Marketing, engineering, purchasing and manufacturing.
- Keep extremely current with product and pricing changes.
- Meets established sales goals routinely.
- Monitors competitive activity and trends within the territory and industry.
- Able to assist when needed, in training of sales colleagues, internal SELUX personnel, agents and specifiers.

Job Knowledge and Skills:

- Strong knowledge of architectural lighting; interior & exterior and LED Technology
- Working knowledge of all aspects of lighting manufacturing business. Understanding and ability to communicate project and product details to various audiences, customers and levels of clientele.
- Strong presentation skills essential.
- Must be extremely organized and have a unique understanding of building relationships to maintain existing accounts as well as built future ones.
- Continue education to update knowledge, routinely.

To apply please email resumes with a cover letter to Ellen.Anderson@Selux.com