



Northeast Regional Sales Manager

We are looking for a seasoned lighting sales professional to join our family in this position. Birchwood Lighting is a customer driven company and the individual who joins our team will need to put the customer first.

This is a newly created position for us with the following responsibilities:

- Manage, train and support our sales reps in the territory
- Work with the V.P. of Sales to develop goals and implement sales strategies
- Attend and work local tradeshow to support the sales reps
- Schedule and make sales calls with our reps
- Schedule and accompany reps and their clients on factory visits
- Identify, nurture and grow national account sales penetration in the region
- Identify customer needs and give input regarding new product development

The requirements for this position are as follows:

- Must have a broad understanding of LED lighting technology
- A minimum of seven years working in the lighting industry, three years of it in the field
- Must live in the territory (Maine to Virginia) with access to a major airport
- 50% or more overnight travel
- Knowledge and experience with national account sales
- BS or BA degree a strong plus
- Ability to transport and demonstrate sizable and sometimes heavy fixtures for presentations

The compensation for this position is a base salary with a heavy emphasis on commission and bonus based on performance. We have a strong health insurance plan as well as a 401K plan with matching funds.

About Us

With headquarters in Orange County California, Birchwood Lighting is a leading, well-respected manufacturer of architectural grade standard, modified and custom lighting fixtures. We are a mid-sized company with positive growth in each of our 23 years in business. Birchwood Lighting has a sales rep network of over 60 agencies throughout the U.S. and Canada.

Please forward resume and cover letter to: HR@birchwoodlighting.com