



NorthEast Regional Sales Manager:

We are Reggiani Lighting USA. We transform spaces and experiences with light. We are committed partners offering insights and creativity, a problem solving attitude, and over 50 years experience.

We are a forward-thinking community of lighting experts bringing cutting-edge technical performance, and pioneering ideas to our clients

We currently are seeking an experienced, highly motivated Sales Manager who resides in the territory for the position of NorthEast Regional Sales Manager.

Beyond stellar sales skills, the ideal candidate will meet the following criteria: Have experience selling in the architectural lighting industry, including developing and managing manufacturer rep networks and leading product demonstrations. The candidate will have strong working knowledge of the specification process and various target customer segments which include Architects, Developers, Lighting Design Firms, Consulting Engineers, Lighting Consultants, and OEMs.

Excellent communications and organizational skills are a must, along with the ability to fully understand the importance of our strong agency network. Enjoy working in a collaborative, entrepreneurial environment and engaging team members throughout the organization. Sales, Marketing, Manufacturing, and design work as one to accomplish a common goal.

This is a unique opportunity that offers career independence and control with a company that provides ample support, training and hands-on mentoring to help ensure success. This position will allow you to work in an established territory and partner with an experienced National Sales Manager for added support and guidance.

Ideal candidate will have 3+ years in lighting sales experience calling on architects, designers, agencies and end users.

MUST have strong contacts in the local AD community to be considered for this role especially as relating to Architectural/Design firms.

Reggiani Lighting USA offers impressive array of architectural lighting solutions, state-of-the-art manufacturing capabilities, and a strong international presence with a family feel.

If you meet the requirements above and would like to apply for this position, please apply via email with your salary requirements included to:

Ian Ielfield. National Sales Manager.

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EOE

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