



## ABOUT US

Barron Lighting Group has a 41 year old history of manufacturing high quality lighting products and is comprised of four (4) core lighting brands, **EXITRONIX** – Life Safety and the inventor of the LED Exit Sign, **TRACE\*LITE** – Commercial/Industrial lighting solutions, **SPECIALTY LED PRODUCTS (SLP)** – Architectural LED lighting solutions and our newest addition; **INDOOR GROW SCIENCE**, providing high performance lighting solutions to the indoor horticultural industry.

Whereas we're extremely proud of our history, we're most excited about our future. We are a successful and growing privately held company headquartered in Glendale, AZ with an established nationwide sales channel. We are seeking a proven leader and highly motivated sales professional to manage and grow our Midwest region.

**POSITION:** Midwest Regional Sales Manager

## SUMMARY

The principal accountability is to manage and lead the sales activities of the region to ensure maximum market penetration. This is a well-established region with a successful team. We are seeking a charismatic leader capable of learning from their existing Sales Agents while simultaneously coaching and providing leadership towards the achievement of maximum profitability and growth in line with company vision and values.

## GEOGRAPHY

This position will be responsible for the Midwestern region of the United States. The candidate must be located in this market. 65-80% overnight travel required depending on location.

## CORE RESPONSIBILITIES

1. Take a hands-on approach and work in the field with each team member to establish new business, nurture long term profitable business relationships and grow market share.
2. Manage accounts by calling on lighting and electrical distributors, engineers, designers, specifiers and end users either personally or with sales representative(s)
3. Develop and support domestic, national account, and international specifications through superior project management practices and collaboration.
4. Manage the successful delivery of revenue in the assigned area by driving successful business partnerships with sales representatives.
5. Train agents on Barron Lighting's product portfolio and the market segments where applied.
6. Prepare sales forecasts, budgets, and other projections as required.
7. Keep senior management informed of economic, competitive, and other factors affecting the region with recommendations for improvements/changes.

## **KNOWLEDGE AND SKILL REQUIREMENTS**

1. Minimum of 2 years of managing and leading a team to quota attainment.
2. Minimum of 5 years of outside business to business sales with proven new business generation.
3. Bachelor's degree preferred and 5+ years of sales channel experience in the lighting industry calling on lighting distributors, designers, architects, engineers and contractors.
4. Proven well documented career success.
5. Strong verbal, written and presentation skills.
6. Superior sales ability including excellent negotiation, presentation and communication skills, along with a successful track record with sales assignments; experience selling specification and/or technical type products.
7. Excellent teamwork skills.
8. Exceptional multi-tasking capabilities.
9. The ability to lead and motivate others.
10. General knowledge of federal and regional lighting standards, codes and product requirements preferred.
11. Strong working knowledge of, experience with and proficiency in word processing, spreadsheets, databases, personal information managers, presentation programs, Internet browsing and e-mail) required.

## **WHAT YOU WILL GET:**

Tools necessary to succeed  
Formal and informal industry training  
Mentoring  
Career growth  
Medical, Dental, Vision plans  
401K plan with company match  
Auto allowance  
Laptop and cell allowance  
Business and travel expenses paid  
Competitive Salary and Incentives on Growth

**Interested candidates should apply in writing, with resume. Please email: [resumes@barronltg.com](mailto:resumes@barronltg.com)**

**For more information, go to: [www.BarronLTG.com](http://www.BarronLTG.com).**