



Career Opportunity

Regional Sales Manager – Western Region

LUMINIS is passionate about its commitment to illuminate spaces - indoors or out. Our creativity and innovation in luminaire design contributes to the synergy of the end user's experience, day and night. Working with lighting professionals, we strive to supply the most pleasing, most efficient and reliable luminaires. In doing so, we support success for our clients and ourselves.

If you share this thinking, then...

LUMINIS is seeking a motivated and determined Regional Sales Manager to develop and manage our company's sales initiatives in Western US and Canada.

Responsibilities

- Actively promote LUMINIS products to the specification community including Architects, Lighting Designers, Engineers and Design Planners, within the assigned sales territory
- Actively train and assist local manufacturer representatives, ensuring that representatives are knowledgeable about LUMINIS products and are actively pursuing opportunities
- Make direct and/or with our representatives sales calls on a daily basis to promote LUMINIS's interior and exterior products
- Develop relationships to increase LUMINIS's brand awareness in the local market
- Ensure distribution of literature and technical information to the specification community and follow up on all leads to maximize sales opportunities
- Evaluate and report sales activities within the territory
- Prepare sales forecasts, budgets, and other projections as required

Qualifications & Requirements

This position requires the applicant to reside in a major market within the Western territory (Los Angeles, Bay Area, Seattle, Denver, Vancouver-B.C)

- 5+ years of sales experience in the lighting industry calling on lighting designers, architects, engineers, or an equivalent combination of education and experience.
- Experience selling specification grade products.
- National account sales experience an asset
- Superior sales ability including presentation and communication skills
- Knowledge of energy codes, lighting ordinances and photometric requirements
- Strong organizational skills, and ability to manage multiple tasks
- Demonstrate entrepreneurial skills
- Available for frequent travel

We offer a competitive compensation and benefit package. Interested persons should apply with resume, cover letter and compensation requirements to: career@luminis.com
Visit www.luminis.com for more company info.