



Regional OEM Sales Manager – Central USA

About Us

Fulham is a global manufacturer of innovative, high quality, and cost competitive lighting components and specialty lighting solutions. We use our engineering expertise to provide cutting edge products (LED drivers, modules, emergency systems, light engines, fluorescent ballasts, and more) with industry leading reliability, advanced intelligence, and superior value. Headquartered in California, our commitment to quality and service have enabled us to become one of the most well-respected component manufacturers in the industry.

Job Description

We are seeking a Regional OEM Sales Manager to promote our products and services directly to OEM's in the following states: IL, WI, MI, OH, IN, MO, NE, and KS. Responsibilities include:

- Provide superior service to our clients
- Develop and implement a plan to maximize sales
- Grow existing customer base and prospect/develop new business
- Take initiative to improve products, services, and processes
- Maintain client and prospect information using CRM software
- Prepare and submit sales and product forecasts

Requirements

- Bachelor's degree and 5+ years of experience in lighting or a related field
- Excellent verbal and written communication skills
- Top performer with proven history of producing positive results
- Possess technical knowledge in lighting or electrical
- Reside within the sales region near a metropolitan area
- Ability to travel 50% +/- as needed

Compensation / Benefits

Fulham offers an excellent workplace that rewards client orientation, forward leaning leadership, fact based decision making, empowering employees, and lean organization. Our compensation package includes a competitive base salary, performance-based incentives, automobile allowance, 401K, and a medical/dental benefits package.

If you possess positive attitude, strong desire to win, and want to join an established and growth focused company with like-minded teammates, this may be the perfect opportunity for you!

Interest / Response

Interested candidates should submit a resume and cover letter in confidence to:

Tom Kim
VP, North America OEM
tkim@fulham.com