



## **Regional OEM Sales Manager – Southwest 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 clients cutting edge products (LED drivers, modules, emergency systems, light engines, ballasts, and more), with industry leading reliability, advanced intelligence, and superior value. Headquartered in California, our ongoing focus and commitment to quality and service have enabled us to become one of the most well-respected 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: TX, AR, LA, OK, CO, NM, AZ and a portion of Southern California (Orange County and south). 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

### **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 a 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