

## **West Coast Sales Manager - Tegan Lighting**

Tegan Lighting in San Rafael, CA seeks high performing sales personnel with exceptional customer skills on the West Coast US to continue our rapid growth in the North American commercial market for our innovative low voltage LED/Halogen track systems and decorative LED luminaires. Tegan Lighting designs and fabricates contemporary, specification-grade lighting products for architects, lighting designers, interior designers and engineers.

### **Job summary:**

A clear understanding and proven track record selling alongside lighting agents is required. This position will be responsible for driving revenue through business planning and customer development and will require close collaboration with all field sales resources. This manager will be based on the West Coast US, with travel required approximately 60% of the time.

### **Responsibilities:**

Educate, train and support our superior agency network. Implement aggressive sales strategy and achieve sales goals. Train agents and customers on Tegan products, technologies, and applications. Give product presentations to Designers, Lighting Designers, Architects and Interior Designers. Provide regular product and market feedback to Tegan marketing and engineering. Maintain sales records and reports completely and relay that information to management. Maintain critical information regarding competition and trends in the market.

### **Qualifications:**

Bachelor's Degree in Business Administration or equivalent experience. Minimum of three years of applicable experience in the LED Lighting industry. Excellent communication and computer skills. Offering Salary/Bonus Program/Health Plan & Employer Matching Retirement Program. Qualified candidates should send a resume with cover letter to [info@teganlighting.com](mailto:info@teganlighting.com)