

**Title: Director of Sales**  
**Eureka Lighting**

Founded in 1987, **Eureka** is a North American leader in the design and manufacturing of decorative lighting solutions. We offer a wide range of award winning products designed to meet the needs of architects and designers in order to enhance contemporary commercial and residential spaces. Eureka is headquartered in Montreal and operates in all Canadian provinces and the United States.

Eureka is a proud member of the Luminaires Group. The Luminaires Group is a platform of manufacturers of lighting solutions combining highly specialized brands. The Luminaires Group is currently made up of the following manufacturers: Eureka, Cyclone, Luminis and a-light. The internet address is: [www.theluminairesgroup.com](http://www.theluminairesgroup.com)

**Summary/Objective**

Reporting to the President of Eureka Lighting, the director of sales is responsible for planning and implementing sales, both short and long range, targeted toward existing and new markets by performing the following duties personally or through subordinates.

**Main Responsibilities**

Develops and implements strategic sales plans and forecasts to achieve corporate sales objectives

Develops and manages sales budgets

Directs sales forecasting activities and sets performance goals accordingly

Manages trains and support the regional sales team of 10 direct reports including 2 in Canada, 7 in the USA and 1 based in Mexico. He or she will also support agents to ensure that sales targets are met.

Prepares periodic sales report showing sales volume, potential sales and areas of proposed client base expansion and presents to executive management

Leads and coordinates sales distribution by establishing sales territories, quotas, and goals

Represents company at trade association meetings to promote product

Meets with key clients, assisting sales representative by maintaining relationships, negotiating and closing deals

Monitors competitor products, sales and marketing activities

Analyzes and controls expenditures of division to conform to budgetary requirements

**Competencies in line with our company's values**



Customer Experience • Diligence • Innovation • Performance • Team

Business Acumen / Adaptability / Stress Tolerant  
Negotiation Skills  
Leadership / Influencing / Team Player  
Communication / Presentation Skills / Persuasiveness  
Critical Thinking / Problem Solving / Descriptive Analysis  
Results Driven / Conflict Management  
Strategic Thinking / Planning / Organizing  
Reporting and Data Analysis

**Business travel**

This position requires up to 60% Canada and U.S travel.

**Required Education / Experience / Additional qualifications**

BA/BS degree in Sales & Marketing or Business Administration or equivalent number of years of experience  
Between 7 to 10 years of related experience with progressive management experience  
Budget development and oversight experience  
Excellent computer skills and proficient in Excel, Word, Outlook, and PowerPoint

**What we are offering**

Be part of the Company's Executive Committee  
Competitive compensation  
Be part of a dynamic team within a renowned international multi-site growing company  
Working in a creative and evolving environment

You are a great leader and communicator who is very persuasive and result oriented, you are the person that we are looking for!

RESUME at: [web.hr@eurekalighting.com](mailto:web.hr@eurekalighting.com)

Only selected candidates will be contacted.