

Regional Sales Manager – Northeastern, USA

Company Description

a•light, Product Division of AmerillumBrands, is hiring! www.amerillumbrands.com

We are an exciting architectural design and manufacturing company located in the Oceanside area of San Diego, California. Amerillum Brands is an innovative, cutting edge leader in lighting design for commercial and industrial use. As we expand our team, we are seeking a Northeastern, USA, (NY, CT, PA, MA) Regional Sales Manager to join our outstanding sales team.

This key role requires successful sales experience in the lighting industry. The ability to work independently, develop lasting long term relationships and provide world class customer experience is required. The successful candidate will have a history of dedicated attention to details and effective communications.

If you are qualified and enthusiastic, please apply through the link on this page or on the Amerillum Brands Corporate website at: <http://www.amerillumbrands.com/careers.html>

Job Description

Attributes of the Outstanding Regional Sales Manager we will select:

- Team Player
- Outstanding professional sales skills (Can do positive attitude, a quick study and goal driven)
- Excellent autonomous organizational skills, ability to take initiative and attention to details.
- Able to build professional trusting relationships with customers helping them meet their respective company and individual financial goals.
- Experience in sales development and a track record of increasing sales in commercial lighting / industrial lighting.
- Develops open and ever improving lines of communication with customers and manufacturing sales agencies by building real trust relationships.
- Prepare market analysis; develop sales strategies and tactics for the region assigned with the assistance of the Director of Sales. Seeks out new opportunities and applications.
- Excels at coaching, training, growing, motivating, and holding teams accountable to their respective goals.
- Develops relationships with Specifiers involved with decorative and architectural grade products.(Architects, lighting designers, interior designers, engineers)
- Schedule and heavily promote new products roll outs through well planned and executed promotion program.
- Prior knowledge of buying group practices and of requirements to service of National Accounts.
- Effectively communicate and internally coordinate all customer special requests and projects sales

Qualifications

Education and Work Experience Required / Preferred / Desired:

- Minimum of five years' experience in the Lighting Industry
- Outdoor / Indoor lighting experience would be an asset
- Prior RSM experiences would be an asset, but not required
- Proactive anticipation of market developments. (Understands current and near term developments in the lighting industry.)
- Excellent speaking, writing and presentation skills are required
- Bachelor's degree, in a related field of study. MBA desirable.
- Able to travel overnight 50% to 75% is required.

To Apply Now <https://goo.gl/JuhBJA> or <http://smrtr.io/rmWH2w>

Additional information

a•light, a product division of AmerillumBrands, will offer to the right candidate an opportunity to develop a high potential market with exciting product offerings, a friendly professional team as back up, a proactive customer oriented environment, and an attractive compensation package that includes base Salary and Commission, 401K and health insurance contribution package.

About the Company:

AmerillumBrands is a leading design-manufacturer of energy efficient commercial lighting products.

Two distinct Divisions fall under the AmerillumBrands umbrella:

a•light

- Focuses on high-end architectural products designed for specification by architects, lighting designers, interior designers and engineers.

Alumen8E

- Our energy products division, marketing primarily to energy service and lighting retrofit companies;

Both divisions operate simultaneously out of our 54,000 sq. ft. facility in Oceanside, CA and build state-of-the-art, energy efficient lighting for installation into countless commercial, institutional, industrial and government building projects throughout North and South America.

EEO (Equal Employment Opportunity)

Disclaimer: "The above statements are not intended to be an exhaustive list of all responsibilities, duties and skills required of personnel so classified. Nothing in the job description restricts the company's rights to change, assign, or reassign duties and responsibilities at any time for any reason."