

Seeking: Director of National Accounts



Volume Lighting – Houston, TX

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Volume Lighting is expanding their product line of Metal Halide and LED and seeking an experienced lighting professional to call on national accounts in the retail and hospitality industries for new construction / specification sales.

The creative lighting professional must be motivated, confident and possess the ability to work closely with retail or hospitality designers and has strong knowledge of lighting applications for clothing, department stores, restaurants, hotels, and other national chains. You will not be selling energy savings but instead focusing on the design element of projects.

The Director of National Accounts should currently be a National Accounts Manager or hands-on Vice President or Director of National Accounts calling on high-end retail and hospitality national accounts and is someone whom designers, and distributors value. As Director of National Accounts you will utilize your relationships with high-end national account customers, your credibility with retail or hospitality designers, your strong connections with national accounts distributors and your ability to identify the decision-makers and influencers as you make joint calls with your national accounts distributors for retail chains, and hospitality national accounts.

Director of National Accounts will identify target accounts, formulate a sales plan to identify current lighting products specified, and incorporate Volume Lighting in the specification as the fixture of choice.

This is one of the most unique and interesting National Accounts opportunities you will come across.

BS/BA highly preferred, but not essential; 50–60% travel.

Send your résumé along with an accomplishment you are proudest of.

All résumés will be held in the strictest confidence.

Email to Kirby@volumelighting.com

Subject line: Resume – Director of National Accounts

02/24/2014