

Make lighting smarter

Job description

About us

We are professional, agile, professional and our goal is to make the lighting more intelligent.

Our work environment includes:

- Modern office setting
- Food provided
- Growth opportunities
- Flexible working hours
- International workforce

Responsibilities:

- Develop and implement strategic sales plans to achieve company goals and objectives
- Lead a team of sales professionals, providing guidance, coaching, and support
- Identify new business opportunities and develop relationships with potential clients
- Conduct market research and analysis to identify trends and opportunities for growth
- Collaborate with cross-functional teams to ensure customer satisfaction and successful project delivery
- Monitor sales performance metrics and provide regular reports to senior management
- Stay up-to-date with industry trends and developments to maintain a competitive edge

Qualifications:

- Proven experience in technology sales, preferably in a leadership role
- Strong knowledge of led drivers or lighting control systems in lighting industrial(MUST)
- Demonstrated success in driving outside sales and business development initiatives
- Excellent analytical skills to assess market potential and identify growth opportunities
- Exceptional leadership abilities to motivate and inspire a sales team
- Outstanding customer service skills with a focus on building long-term relationships
- Proficiency in Salesforce or other CRM software for managing sales activities

If you are a results-driven individual with a passion for technology sales, strong leadership skills, and the ability to analyze market trends, we want to hear from you! Join our team as a Sales Manager and take your career to new heights. Apply now!

Job Types: Full-time, Part-time

Expected hours: 8 – 40 per week

Benefits:

- 401(k)
- Dental insurance
- Health insurance
- Paid time off
- Vision insurance

Schedule:

- 8 hour shift
- Choose your own hours
- Monday to Friday
- Supplemental pay types:
 - Commission pay
- Work Location: Remote

Contact: peter@euchips.us

