



Director of Sales

Leading the LED Industry Since 1992

Leotek Electronics USA LLC., located in California's Silicon Valley since 1997, and celebrating thirty years as an LED lighting manufacturer, is globally recognized as a pioneer in light-emitting diode technology. With millions of LED products installed worldwide, Leotek offers a substantial history of proven performance. The company manufactures innovative LED lighting products for applications encompassing roadway, street, area, commercial, industrial, and traffic signal lighting.

Leotek is committed to developing emerging solid-state technology that offers greater longevity and environmental viability than traditional lighting sources, while reducing energy consumption and maintenance costs. In 2007, Leotek was acquired by Lite-On Group, a multi-billion dollar electronics manufacturing conglomerate.

Location:

Midwest, East Coast Regions

Department: Sales

Summary of Responsibilities: The Director of Sales is responsible for the development and recruitment of Business Development Managers and Strategic Sales Partners for multiple product lines and channels. In addition, this position has the responsibility to develop and maintain comprehensive sales plans and manage the growth of revenue and channels. To ensure long-term growth, the Director of Sales will develop relationships with C-level potential business partners (e.g. Agent, ESCO, Utility, DOT, contractor, distributor), and implements programs for incremental revenue.

Job Responsibilities:

- Responsible for overseeing the Sales functions for all current and future products.
- Accountable for the annual sales plan, expenses plan, monthly forecasts and human resource plan.
- Manages, recruits, develops and evaluates Business Development Managers.
- Entrepreneurial approach with leading and building sales teams, in a fast growth environment.
- Aggressive channel/network expansion (Agent, ESCO, distributors, contractors, specifiers, etc.)
- Communicates to product development group requirements for new products and product changes.
- Communicates with operations and customer service to ensure customer satisfaction and delivery.
- Maintains continuous communication with sales force to ensure customer needs are being addressed.
- Implements sales programs for incremental revenue.
- Creates sales and business plans to capture future opportunities.
- Coordinates development of sales objectives, strategies, and advertising and promotional programs with marketing group and ensures execution.
- Develops and implements optimum use of manpower.
- Reviews market analyses to determine customer needs, volume potential, price schedules, and discount rates, and develops sales campaigns.
- Represents company at industry association meetings and trade shows to promote product.
- Acts as liaison between sales and other departments.
- Prepares periodic sales reports showing sales volumes and potential sales.
- Develops contract/pricing strategies.



Job Requirements:

- 10+ years' experience of successful business development and sales management experience in the commercial/industrial lighting industry
- Knowledge of outdoor lighting, luminaires, photometry, LED technology and commercial/industrial luminaire distribution channels.
- Experience with managing one tier (distribution) and two –tier (agency) sales models
- Proficiency with Microsoft Word, Excel, PowerPoint, and Outlook.
- Excellent written and oral English communication skills.
- 4-year college degree – preferably in electrical engineering or business.
- Proven leadership skills.
- Strong business acumen.
- International work experience is preferable.

Competencies

- Technical Capacity
- Personal Effectiveness/Credibility
- Thoroughness and persistent
- Collaboration Skills
- Communication Proficiency
- Flexibility
- Entrepreneurial mindset
- Exceptional negotiation skill

Supervisory Responsibility:

Direct Supervision of Business Development Managers

Travel:

50% – including occasional international travel

Leotek Electronics USA LLC has work environment that promotes diversity, equal opportunity, embraces change, and provides leadership opportunities to its talents.

If you are looking to make a move and are highly motivated professional who welcomes new challenges, take a look at our career page by visiting www.leotek.com .