Business Development Manager - South America

The Business Development Manager is responsible for the development and recruitment of Strategic Sales Partners and for developing and implementing Marketing strategies in South America. In addition, this position has the responsibility to develop and maintain comprehensive sales plans and manage the growth of revenue. The position is located in South America (Chile or Colombia, exceptions may apply).

**Essential Functions:**

* Manages, recruits, and develops Regional and Market Sales Partners (agents, distributors).
* Oversees annual sales plan/forecasting.
* Communicates to product development group requirements for new products and product changes.
* Maintains continuous communication with project support team to ensure customer needs are being addressed.
* Ensures company operations provide quality customer care and service (including deliveries).
* Develops marketing plans, in coordination with corporate marketing.

**Required Education and Experience:**

* 10+ years sales management experience in the South America outdoor lighting industry utilizing a lighting sales representative (agency) or distribution channel.
* 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.
* Proficiency with Salesforce is a plus.
* Excellent written and oral in English and Spanish communication skills.
* 4-year college degree – preferably in electrical engineering or business, MBA a plus.
* Proven leadership skills.
* Open to positive criticism and other perspectives.

**Competencies**

* Technical Capacity
* Personal Effectiveness/Credibility
* Thoroughness
* Collaboration Skills
* Communication Proficiency
* Flexibility
* Proficiency with Microsoft Word, Excel, PowerPoint, and Outlook.

**Travel**

50% - including international travel.

**Work Environment**

This job operates in a professional home office environment. This role routinely uses standard office equipment such as computers, phones, photocopiers, scanners.

**Position Type and Expected Hours of Work**

This is a full-time position and mainly works in front of the computer and meet customers to obtain sales. 40hours per week.

**Other Duties**

Please note this job description is not designed to cover or contain a comprehensive listing of activities, duties or responsibilities that are required of the employee for this job. Duties, responsibilities, and activities may change at any time with or without notice to meet the ongoing needs of the organization.

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