



Regional Sales Manager

Leading the LED Industry Since 1992

Leotek Electronics USA LLC., located in California's Silicon Valley since 1997, and celebrating over twenty 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 traffic and transit; street and area; petroleum, convenience, grocery and retail stores.

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:

Southeast

Department:

Sales

Summary of Responsibilities:

The Regional Sales Manager for this leading, global lighting manufacturer will be responsible for luminaire sales and agency management.

Job Responsibilities:

- Implement aggressive sales strategy and achieve sales goals.
- Continually monitor the quality of representation and ensure that it is optimized in each territory.
- Train agents and customers on specification-grade street and area lighting products, technologies, and applications.
- Establish and maintain relationships with key specifiers and end user customers within the region.
- Pursue National Account opportunities as appropriate.
- Provide regular market feedback to marketing and engineering.
- Represent company at trade association meetings and trade shows.
- Direct large quotation strategies.

Job Requirements:

- 5+ years sales management experience in the street and area lighting industry utilizing a lighting sales representative distribution channel.
- Deep knowledge of outdoor lighting, luminaires, photometry, LED technology and commercial/industrial luminaire distribution channels.
- Proficiency with AGI/Visual
- Excellent written and oral English communication skills.
- 4-year college degree – preferably in electrical engineering or business
- Public speaking/product presentations/ training experience required.
- Located in the market
- Ability to travel 50% of the time

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 .