

Southwest Regional Business Development Manager

Location: Remote in Texas preferred

Department: Sales

Job Summary:

The Regional Business Development Manager for this leading, global lighting manufacturer will be responsible for luminaire sales and agency management. States within the region include – AZ, OK, NM, TX, Southern Nevada

Essential Functions:

- 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.

Required Education and Experience

- 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

Additional Eligibility Qualifications

- Lighting or LED technology experience

Competencies

- Technical Capacity
- Personal Effectiveness/Credibility
- Thoroughness
- Collaboration Skills
- Communication Proficiency
- Flexibility



- Proficiency with Microsoft Word, Excel, PowerPoint, and Outlook.

Supervisory Responsibility

This position has no supervisory responsibilities.

Work Environment

Regional Business Development Manager will be expected to maintain a home office in the Southwest Region, preferred in Texas, within a close proximity of a major airport.

Position Type and Expected Hours of Work

This is a full-time position with primary work on computer, visiting customers, and managing a distribution network.

Travel

70-80%. A valid driver's license is required.

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 in order to meet the ongoing needs of the organization.