



**JOB TITLE:** Business Development Manager (Northeast)

**Location:** Remote (must reside in Northeast region)

**Salary Range:** \$130,000-\$180,000 base compensation

**Position type:** Full-Time

**About LEOTEK:**

We are a leading provider of high-quality LED street, area, site, and traffic signal lighting solutions. We are committed to driving innovation and sustainability through our products, services, and customer support, serving both public and commercial sectors. We are currently transitioning into an IoT solutions and Data Management Systems (DMS) provider, leveraging street lighting technology and lighting grid infrastructure as its foundation.

**About The Role:**

The Northeast Business Development Manager will be responsible for all luminaire sales, channel management, and strategy for the Northeast region. Market Segments within the region include – Municipalities, DOTs, Utilities (IOU, Coop, Public Power), and C&I. NE Region includes: CT, DC, DE, MA, MD, ME, NH, NJ, NY, OH, RI, PA, VA, VT, WV.

**What You'll Do:**

- Help define and then execute aggressive sales strategy and achieve revenue goals.
- Continually monitor quality of representation and ensure that it is optimized in the territory covered.
- Continually work with agents, distributors, and customers to align goals and growth. Being able to achieve key contacts and decision makers in each organization to fully understand their strategy and align accordingly. Manage the channel to ensure aggressive and self-sustaining growth.
- Train and educate channel with clear, organized, catered presentations (ppts, verbally, etc.).
- Coordinate and organize market feedback for pricing, products, needed items from channel network and pass to appropriate internal management teams.
- Create and execute initiatives to enhance revenue in weaker segments, working with internal management teams.
- Define key accounts and major potential customers.
- Build pipeline with clear potential, details, schedules, and strategy using Salesforce.
- Report on revenue, channel, and business development activities, plans, and strategies to internal management teams.
- Prepare annual forecasts, monthly projections, and weekly projections using project pipeline and flow details.
- Direct quotation strategies for major bids, channel partners, and end customers.
- Represent the company at local trade association meetings, market events, and trade shows.

**Who You Are:**

- Ability to think outside of the box, beyond traditional LED lighting methodology and principles.
- Outdoor Lighting, Roadway Lighting, C&I Lighting, LED technology and channel experience.
- OR, non-Lighting electrical channel experience with ability to sell lighting to lighting end customers.



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**Competencies:**

- 5+ years of Sales experiences in lighting, IPC, electrical device, transformer, driver, consumer electronics industries preferred.
- Savvy on electronics industry channel distribution and sales is a must.
- Excellent written and oral English communication skills.
- Public speaking/product presentations/training experience required.
- Located in the Northeast market.
- Ability to travel 50% of the time

**Travel:**

- 50%. A valid driver's license is required.

**Benefits at LEOTEK:**

- Medical, Dental, Vision (employee premiums covered at 100%)
- Medical Gap Insurance
- Life Insurance
- FSA (health care/dependent care)
- 401K matching
- 11 paid holidays annually
- 15 days PTO annually

Leotek Electronics USA LLC is an equal-opportunity employer and is committed to providing a workplace free from harassment and discrimination. We are committed to recruiting, hiring, training and promoting qualified people of all backgrounds, and make all employment decisions without regard to any protected status.