



Western 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:

San Jose, CA.

Department: Sales

Summary of Responsibilities:

The Regional Sales Manager for this leading, global lighting manufacturer will be responsible for luminaire sales and agency management. States within the region include CA, OR, WA, MT, ID, WY, CO, UT, NV

Job Responsibilities:

- Implement aggressive sales strategy and achieve sales goals.
- Continually monitor the quality of representation and ensure that it is optimized in each state.
- Support agent network on products, technologies, and applications.
- Establish and maintain relationships with key specifiers and end user customers within the region.
- Monitor bids within the territory and take appropriate actions
- 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 transportation industry utilizing a sales representative distribution channel.
- Deep knowledge of signaling and LED technology
- Excellent written and oral English communication skills.
- 4-year college degree preferred
- Public speaking/product presentations/ training experience required.
- Located in the market
- Must be able to travel 70-80%



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.

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.

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.