



a subsidiary company of **LITEON**<sup>®</sup>

# Commercial & Industrial Group

## Leotek USA

### Regional Sales Manager

Leotek Electronics is seeking an experienced regional sales manager to market their LED commercial and industrial luminaires through their agency sales force. The Regional Sales Manager reports to the C&I Sales Director and is responsible for luminaire sales and agency management within the Rocky Mountain Region.

#### About Leotek

At Leotek, customer service is the first priority. We value integrity above all else, as the key to our enduring customer relationships. We strive to provide innovative products that generate exceptional value for our customers.

Established as a pioneer in Light-Emitting Diode (LED) technology since 1992, Leotek Electronics is focused on remaining a globally recognized leader of the LED industry. Our goal is to design and manufacture products representing a combination of cutting edge SSL technology complimented by environmentally friendly Green Technology.

Leotek follows a systematic recruitment screening process. We offer competitive wages and benefits, a comprehensive internal career-training program, a progressive commission plan, and an entrepreneurial work environment. We are an equal opportunity employer.

#### Principle 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 Leotek products, technologies, and applications.
- Establish and maintain relationships with key specifiers and end user customers within the region.
- Provide regular market feedback to marketing and engineering.
- Represent Leotek at trade association meetings and trade shows.
- Direct large quotation strategies.

#### Education and Experience

- Bachelor's Degree in Sales, Marketing, Business Administration, Design Fields, Engineering or other related disciplines. Minimum of five years of applicable experience in lighting-related sales.
- Experience with municipal or utility street lighting required.
- National account experience a plus.
- Familiarity with LED technology required.
- General knowledge of national and regional lighting standards, codes and product requirements required.
- Working knowledge of, experience with and proficiency in office computer systems and windows-based software (including word processing, spreadsheets, databases, personal information managers, presentation programs, Internet browsing and e-mail) required.



### **Additional Requirements**

- 50%+ travel.
- Ability to maintain a home office.
- Ideal candidate will live within 45 minutes of a major airport in CO, UT, AZ, or NV.

### **Resume Submittal**

For employment consideration, please submit a resume that includes the following information:

1. Name, address, phone number, and e-mail contact information at the top of the document.
2. Desired position.
3. Geographical location preference for living/working.
4. Working knowledge (reading and/or writing) of languages other than English.
5. A minimum record of four previous employers, or eight-year consecutive employment history, with brief job descriptions noted.
6. All formal education, with dates listed.
7. All continuing education, or specialized skill set training.

**Please submit resume via e-mail only to Leotek USA at:**

**E-mail: [tammy@leotek.com](mailto:tammy@leotek.com)**