

## **REGIONAL SALES MANAGER - WEST COAST CALIFORNIA BASED**

### **DESCRIPTION:**

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The Regional Sales Manager must be from the Lighting industry and has experience working with manufacturers' sales agencies. A base of established contacts in the A&D community would be preferred.

### **RESPONSIBILITIES:**

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- Drive sales growth through the established sales agency network, as it relates to the overall established goals and objectives of Artemide.
- Must have ability to travel within territory to provide effective sales coverage.
- Effectively work with assigned sales agents in region; make joint sales calls with agency specification sales team, train agency sales representatives on products and coordinate efforts with inside sales support. Call on Architects, Interior Designers & Lighting Designers.
- Follow up on quotes and opportunities.
- Work towards achieving annual sales goals and objectives within the territory.
- Communicate with the Inside sales and Customer service team to effectively and efficiently support Artemide agencies.
- Attending regional trade shows, local agency events and functions, support local IES and industry events and trade shows.
- Manage administrative duties such as call reports, expense reports and assigned projects.

### **KEY SKILLS REQUIRED:**

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- TEAM PLAYER
- Minimum 3-5 years of experience in lighting sales.
- Must have excellent presentation and organizational skills.
- Knowledge of LED technology and products.
- Proficient in Microsoft Office.
- Must have strong communication skills.
- Participation in trade shows.

### **ABOUT YOU:**

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- Ability to manage multiple projects simultaneously.
- Extreme attention to detail.
- Professional, responsible and dedicated.
- Friendly and flexible.
- Sales team spirit.
- Driven and goal-oriented.

BENEFITS:

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- Industry competitive compensation package.
- Group Health, Dental, & Vision insurance.
- Company provided Life, STD and LTD insurance.
- Matching 401(k) plan.
- Optional supplemental benefits.