

## **Eastern Regional Showroom Manager – NORA Lighting**

NORA Lighting is a North American leader in the design and manufacturing of recess, track, linear, surface mounts and many residential and commercial LED solutions needed in today's marketplace. For over 30 years NORA Lighting has been a favorite for showrooms distributors, specifiers and contractors providing high quality, energy efficient LED products with a wide range of price points.

We are seeking an experienced Showroom lighting eastern regional manager looking to join our growing company. A team player with sales management and marketing skills to develop and support our Showroom distribution, agents, and company culture.

### **ESSENTIAL DUTIES & RESPONSIBILITIES**

- This position will generate revenue from all sales channels
- Candidate will utilize existing contacts and support systems
- Educate customers and agents through strategic-comprehensive training
- Meet sales goals, increase market share, while exceeding customer expectations
- Technical understanding and teaching of LED and Basic-controls.
- The position will work from a home office: 60-70% Travel
- Attend trade shows and support showroom distribution and their designer/contractors' efforts
- Increase overall Brand Awareness
- A complete and transparent team player

### **KNOWLEDGE & SKILL QUALIFICATIONS**

- Bachelor's Degree
- Minimum 5 years sales management experience and proven growth
- Excellent time management, organizational skills, and detail oriented
- Demonstrate the ability to Influence, Lead and Motivate
- Strong presentation, verbal, and written skill sets
- Successful growth with Showroom Distributors and Rep Agencies
- Proficient in Microsoft office: Word-Excel-PowerPoint
- Drive business through all sales channels available
- Ability to recognize competitors, Showroom distributors, agents (strengths-weaknesses)

Please send: Cover Letter, Resume, and Salary Expectations to: [ejphillips@norlighting.com](mailto:ejphillips@norlighting.com)