



## **NORTHEAST REGIONAL SALES MANAGER**

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 37 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 commercial lighting Mid-West Regional Sales Manager looking to join our growing company. A team player with sales management and marketing skills to develop and support our distribution, agents, and company culture.

### **DUTIES AND RESPONSIBILITIES INCLUDE, BUT ARE NOT LIMITED TO:**

- 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 AND SKILL QUALIFICATIONS, BUT NOT LIMITED TO:**

- 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 Distributors and Rep Agencies
- Proficiency in Microsoft office (Word, Excel, PowerPoint)
- Drive business through all sales channels available
- Ability to recognize competitors, distributors, agents (strengths-weaknesses)



**COMPENSATION:**

Nora Lighting offers competitive pay and full benefits package that includes medical, dental, vision, voluntary life/AD&D insurance coverage, and a 401(k) plan.

*Nora Lighting is an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, age, sex (including pregnancy), sexual orientation, gender identity, national origin, genetic information, creed, citizenship, disability, and protected veteran or marital status.*