

JOB TITLE	Regional Sales Manager	POSITION TYPE	Full Time
LOCATION	South East USA	TRAVEL REQUIRED	Yes
HR CONTACT	Ingrid Zimmermann	LUNCH HOUR	30min
WORK DAYS	Monday to Friday	TOTAL HOURS	40 hours per week
DEPARTMENT	Sales		

JOB DESCRIPTION

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

RESPONSIBILITIES INCLUDE:

- 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 on 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, agency local 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:

- TEAM PLAYER
- Minimum 3-5 years of experience in lighting sales.
- Must be well organized and have excellent presentation and organizational skills.
- Knowledge of LED technology and products.
- To be proficient ability to use Microsoft Outlook and Microsoft Excel & Word.
- Must be a great communicator.
- Trade show participation.
- Excellent speaking and presentation skills.

ABOUT YOU:

- Ability to manage multiple projects simultaneously.
- Extreme attention to detail.

- Professional, responsible and dedicated.
- Friendly and flexible.
- Sales Team Spirit.
- Detailed Driven.

BENEFITS:

- Industry Competitive compensation package.
- Group Health, dental insurance.
- Voluntary Life, STD and LTD insurance.