

Job title: Regional Sales Manager, SGM Lighting Inc.
Job location: Jobs available nationwide in the US
Salary: Open
Travel Required: Frequently
Schedule Required: Flexible to include working nights and weekends if necessary
Career Level: Experienced
Classification: Fulltime

Regional Sales Managers SGM Lighting Inc.

SGM develops and manufactures LED solutions for three main segments: entertainment, retail and architectural lighting. Focusing on innovation and experimenting with emerging technologies, SGM has gathered one of the most experienced R&D teams in the world.

At SGM, we are moving in a high pace. Global activities in the entertainment and architectural industry are part of our everyday, which include our high quality and innovative LED lighting products touring with some of the greatest artists and bands of today.

We are now looking to hire Regional Sales Managers to join our SGM US department. You will be part of a great sales team in the fastest growing company in the industry. This position will offer unique opportunities with accountability for the promotion and sales of SGM's products, services and solutions in specific areas.

You will be developing new sales opportunities and address the needs of established accounts. You will have a good foundation of knowledge in relation to offerings, applications, competitors and customers in order to develop and present winning value propositions for SGM's products and solutions. The positions include the responsibility for developing sales partnership relations and account penetration strategies to grow the business profitably.

You should have an open eye for cost optimizing processes and have a problem-solving approach to the customers' requests. We believe that you are the type of person that can finalize and follow-up on tasks even under periods with big workloads.

The role will incorporate (but is not limited to) the following key responsibilities

- Setting goals and objectives per region, developing sales/business strategies, establishing call plans and strategies, developing distributor account profiles and executing the sales plan in coordination with SGM sales and service teams.
- Identifying and contacting potential customers or prospects, either existing or new.
- Maintaining a high level of customer satisfaction through increased availability/access, timely communication, assisting with orders, and following up on accounts. This also includes having an in-depth knowledge of customer's organization, a mutually trusting relationship and an account dedication.
- Assisting the management in training sales and sales support personnel on products, solutions and services, application and pricing.
- Taking responsibility for a superior working knowledge of past and current SGM products and accessories as well as product families.
- Fulfilling timely reporting of sales activities and monthly budget figures on a daily/weekly basis.
- Promoting the SGM brand rather than the product line.
- Creating a 'pull' from the market.

Personal skills and qualifications

- Team player; though many tasks are individual, the sales organization must function as a team.
- Strong skills within market and accounts for dealing with specific target audiences.
- Excellent communication skills in English, both written and verbal is a must.
- Ability to set priorities, be flexible, multi-task and meet deadlines in a constantly changing environment.
- Structured and organized reporting skills.
- Great analytic skills; perform active listening.
- Willingness to learn and adapt.

Working conditions

We are offering an exciting job with excellent opportunities for professional and personal development in an inspiring environment together with the world's leading LED light fixture developers.

Initiative, responsibility and the right balance between creativity and quality in all solutions are attributes we value highly. You will become part of a highly professional environment with dedicated targets and an honest and direct communication.

Sufficient product and sales training will be provided by SGM on an ongoing basis. A high travel activity is expected for this position as well as the flexibility to travel with short notice if necessary. Please note that the position is physically based in the US.

SGM has a non-smoking company policy.

Application instructions

Please upload your application via our SGM Candidate Database. Candidates will be evaluated on a rolling basis and submission will be closed once we have the right candidate.

For more information about SGM, visit our website at: www.sgmlight.com
If you have further questions in relation to the position or the company, please contact Senior Business Development Manager, SGM Inc.:
Filippo Frigeri, toll-free 1-877-772-2536, FFR@sgmlight.com