

Job Title: Sales Manager

Department: Sales

Terms: Regular Full time

Salary/Rate: Exempt/Salary

Salary is negotiable based on experience and qualifications

Special Job Requirements:

ABOUT THE COMPANY

Established in 1988 LA Lighting designs and manufactures energy efficient, specification grade LED and Fluorescent lighting fixtures for commercial and industrial applications. LA Lighting manufactures a broad range of standard fixtures along with custom capabilities to meet any job requirement and lead time. All of our fixtures are manufactured and assembled in El Monte, California.

ABOUT THE POSITION

LA Lighting is seeking a Sales Manager to oversee the company's outside sales personnel, as well as the LA Lighting sales rep organization.

ESSENTIAL FUNCTIONS

- Hire and train company sales staff
- Conduct performance evaluations of sales team.
- Work closely with nation sales representatives, including training and reviews
- Monitor customer preferences to determine focus of sales efforts.
- Represent company at trade association meetings to promote products.
- Work in conjunction with management to establish sales goals and standard for both the local and national sales teams.
- Develop sales strategies with direct sales reports
- Ensure sales staff make effective sales calls
- Assist with closing sales for sales associates
- Ability and willingness to travel throughout sales territory
- Perform job walks, energy audits and recommend solutions.
- Perform other duties as deemed necessary.

EDUCATION

- Bachelor's Degree (in Engineering or Business) preferred, but not required.
- Comparable experience will be considered.

EXPERIENCE

- Minimum 5 years' experience with the lighting industry
- Minimum 3 years' experience managing sales team
- Knowledge of lighting controls
- Working knowledge of Fluorescent and LED luminaires and components
- Must understand lighting products and their appropriate applications.

OTHER ESSENTIAL REQUIREMENTS

- US citizen or authorized to work in the US
- Valid driver's license and clean driving record
- Proficient in MS Office Suite

PHYSICAL DEMANDS

- Must be able to lift/carry/push/pull up to 50lbs. (product samples)

COMPENSATION & BENEFITS

L.A. Lighting provides a robust compensation package. Benefits include participation 401k, Medical, Dental, Vision and Life insurance.