



Job Profile

Everlight Americas Inc. is the North American Sales arm of Everlight Electronics – a leading global Optoelectronics manufacturer of low and high Power VISIBLE LED's, SMD and Thru-Hole Lamps, Digital Displays, INFRARED Emitters, Optical Sensors, Fiber Optic and Optocoupler components. We provide solutions for various applications in the lighting, consumer, computing, automotive, telecommunication and industrial market segments. Everlight's rapid growth to become a top ten Optoelectronics supplier is the combined result of its well-engineered products, highly efficient manufacturing facilities and extensive global supply chain.

We are seeking a highly motivated and skilled Director of Automotive (LED Components) to join our Everlight Americas, Inc. team. This position is responsible for managing and targeting specific Tier 1 and Tier 2 accounts in order to retain existing sales volume as well as increase new business. The ideal candidate will grow our automotive division and sell optoelectronic services and products using technical, organization and customer knowledge to influence customers and assist them in applying the products/services to their needs resulting in revenue generation. In addition, the position provides input and participates in the marketing, market planning, and technical development of product while maintaining relationships with clients.

SPECIFIC DUTIES:

- Make sales contacts, research customer needs and develop application of products and services in an effective manner to ensure sales opportunities for products and services
- Develop and deliver sales presentation and close sales in a professional and effective manner to ensure the meeting of specific quota goals and the generation of revenue
- Maintain and develop customer relationships with Tier 1 and Tier 2 customers, including Engineering, Purchasing, SQA and other areas of customer management in order to support new business development while sustaining current business
- Participate in sales forecasting and planning in an effective manner to ensure effective market planning and continued revenue stream
- Participate in development of new products, modification of existing products, and termination of ineffective products in an effective method
- Align and work with Taiwan teams (Sales Support, Product Marketing, RD)
- Ensure that the company's everyday activities run smoothly within the automotive division
- Provide timely communication to OEM customer/ Tier 1 and Tier 2 customers and ELA/ELT when changes occur which effect customer's product or business
- Manage technical aspects of customers and working groups in an effective and professional manner
- Maintain relevant account information in corporate CRM systems
- Maintaining a working knowledge of products, applications and competition within the automotive industry
- Ability to work with a wide variety of individuals at levels ranging from external, global, corporate to line managers
- Maintain an up-to-date working knowledge of newly developing technologies and manufacturing practices



QUALIFICATIONS

- Bachelor's Degree preferably in Electrical Engineering or related technical field
- Minimum 3-5 years of automotive experience, including 2 years of sales experience
- Strong negotiating experience with customer engineering, purchasing and SQA
- In-depth knowledge of target market industries specifically automotive and understanding of Tier1 and Tier 2 Automotive accounts for North American OEM development, sourcing and launch process
- Ability/ willingness to travel, (at least 50%) domestically and internationally
- Technical knowledge of optoelectronics a must
- Experience in account development
- Excellent customer relations and well developed presentation skills
- Strong organizational skills and the ability to accomplish assigned tasks within established and changing deadlines
- Initiative to undertake or continue a task or activity without supervision
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- Demonstrated ability to convert prospects and close deals
- System proficiency, especially in Excel, and have the ability to learn in-depth software programs
- Must have authorization work in the United States as defined by the Immigration Reform and Control Act of 1986