



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 Jr. Automotive Sales Representative to join our Everlight Americas, Inc. team located in Wixom, MI. The ideal candidate will have some engineering background and interest to learn and be excited about new lighting technologies. You will target and assist in growing our automotive division by selling optoelectronic services and products (LED Components) 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 products while maintaining relationships with clients.

Essential Duties and Responsibilities:

- Build relationships with customers, maintain customer satisfaction
- Perform analysis of customers' needs
- Manage projects from quote stage through delivery and installation.
- Serve as liaison between Engineering and customers as necessary.
- Investigate and resolve customer issues
- Handling of Commercial Samples
- Gather appropriate documentation to complete files
- Ability to manage multiple projects simultaneously and meet deadlines.
- Use company CRM software to log sales calls, maintain customer information, and track opportunities in the sales pipeline.
- Technical capable in learning and applying product knowledge and use of internal data management systems.
- Teamwork
- Forecasting, generating call and meeting reports
- Occasional travel to local and regional customers

Work Hours & Benefits

This is a full-time (Salary, Exempt) position, Monday through Friday; 8:00 a.m. to 5:00 p.m. Occasional evening and weekend work may be required as job duties demand. Lunch break is 1 hour daily. Current Benefits offered: Medical, Dental and Vision insurance, Life insurance, Vacation, Sick and Personal time, Simple IRA, Short-Term and Long-Term Disability insurance.

(Working hours and benefits can change at any time by management and/or during renewal/open enrollment.)



Desired Skills and Experience

- Bachelor's Degree preferably in Electrical Engineering or related technical field and 3 years of automotive field sales experience - Preferred
- Ability/ willingness to travel, (at least 50%) domestically and internationally
- Strong computer skills, experience with CRM systems preferred
- Excellent communication skills in English, organizational, analytical and problem solving skills
- Experience in account development
- Presentation skills
- Customer relations skills
- initiative to undertake or continue a task or activity without supervision
- In-depth knowledge of target market industries specifically automotive
- Demonstrated ability to convert prospects and close deals
- System proficiency in MS-Office software (word, Excel, Power Point), 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