



## Job Profile

**POSITION:** Regional Sales Manager

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 Regional Sales Manager to join our Everlight Americas, Inc. team. This position is responsible for selling LED (component) products in a specified region or major geographical area and provides ongoing support to product distribution channel. The ideal candidate will use his/her technical, organization and customer knowledge to influence customers and assist them in applying the products 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 and services.

### **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.
- Manage and maintain responsive and professional relationship with Manufacturers' Representative Firms, and Distribution offices in the assigned territory, which can include: arrangement of regular trainings, prompt resolutions to their enquiries on technical and price issues
- Participate in sales forecasting and planning in an effective manner to ensure effective market planning and continued revenue stream.
- Develop and maintain communications in a cooperative and professional manner with all levels of staff and customers as defined in the Everlight Employee Handbook and using established guidelines to ensure customer satisfaction.
- Manage assigned sales budgets in a timely and effective manner to insure a positive corporate image, teamwork and attainment of goals to ensure smooth fiscal operation.
- Manage technical aspects of customers and working groups in an effective and professional manner.
- maintaining a working knowledge of products and services
- meeting established sales goals and quotas
- maintaining and up-to-date working knowledge of newly developing technologies and manufacturing practices
- Attends trade shows
- Perform other job-related duties and responsibilities as may be assigned from time to time.



#### **COMPETENCIES AND QUALIFICATIONS:**

1. Bachelor's Degree preferably in Electrical Engineering or a related technical field or equivalent experience preferred
2. 3+ years of field sales experience preferred
3. Prior engagement with and understanding of Manufacturers' Representatives and Electronics Semiconductor Distributors
4. Ability to travel (at least 50%)
5. Technical knowledge of LED electronics a plus
6. Experience in account development
7. Well developed sales skills and communication proficiency
8. Well developed presentation and organizational skills
9. Customer/Client focus
10. Results Driven
11. Initiative to undertake or continue a task or activity without another's prodding or supervision
12. In-depth knowledge of target market industries
13. Demonstrated ability to convert prospects and close deals
14. System proficiency, especially in Excel, and have the ability to learn in-depth internal software programs
15. Must have authorization to work in the United States as defined by the Immigration Reform and Control Act of 1986

#### **Other Duties**

Please note this job description is not designed to cover or contain a comprehensive listing of activities, duties or responsibilities that are required of the employee for this job. Duties, responsibilities and activities may change at any time with or without notice.