



Job Profile

POSITION: Lighting Module Sales Executive

REPORTS TO: Module Business Director

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. As part of this growth, we have an opening for a Lighting Module Sales Executive in our Carrollton office.

The Lighting Module Sales Representative will be responsible for promoting and selling LED Lighting Modules. These products are customized and are designed and manufactured based on customers' requirements. This position utilizes technical, organization and customer knowledge to acquire customers' requirements in coordination with design and manufacturing of Light Modules, then obtains customer's approvals on manufactured samples and chases the deal up to completion of sales transaction. The Lighting Module Sales Executive will need to know and learn our products in depth and understand the capabilities and limitations of the Lighting Modules to be able to secure designs and deals with customers.

SPECIFIC DUTIES:

- A. 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.
 - researching and developing lists of potential customers
 - doing market research to determine customer needs and providing information to other staff members
 - obtaining and coordinating data and information from staff and member groups
 - evaluating product and service marketability in terms of customers' technical and manufacturing needs
 - following up on sales leads and making cold calls on potential customers
 - maintaining up-to-date understanding of target markets
 - establishing and maintaining industry contacts that lead to sales
 - working with Division operations and research staff to establish a communication path with the customer

- B. 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.
 - developing sales and marketing proposals for customers
 - Making presentations to users, suppliers, etc.
 - developing technical presentations
 - maintaining up-to-date awareness of activities, industry trends and government regulations
 - making regular sales calls to develop relationships and follow up on leads
 - establish long-term, ongoing repeat relationships

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- acting to close deals and finalize contracts
- meeting established sales quotas and revenue goals
- resolving problems with products and services

C. 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.

- communicate openly, honestly and constructively using Everlight practices
- treating all employees and customers with dignity, respect and courtesy
- taking responsibility for and making every effort to resolve communication, trust and respect concerns and problems
- asking for information needed to perform job responsibilities

QUALIFICATIONS:

1. Bachelor's Degree preferably in a related technical field and 3 years of field sales experience
2. Ability to travel (at least 50%)
3. Well developed sales skills
4. Technical knowledge of Solid State Lighting (SSL) & LED's in general
5. Experience in account development
6. Well developed presentation skills
7. Excellent customer relations skills
8. Initiative to undertake or continue a task or activity without supervision
9. In-depth knowledge of target market industries (preferred)
10. Demonstrated ability to convert prospects and close deals
11. System proficiency, especially in Excel, and have the ability to learn in-depth internal software programs
12. Must have authorization to work in the United States as defined by the Immigration Reform and Control Act of 1986

This job description should not be considered all-inclusive. It is merely a guide of expected duties. The employee understands that the job description is neither complete, nor permanent and may be modified at any time. At the request of their supervisor, an employee may be asked to perform additional duties or take on additional responsibilities without notice.