



Established in 1989 in Québec, Contraste is a leading North American manufacturer of quality lighting products, delivering superior, lasting value for residential, light commercial, large scale commercial and hospitality applications.

We are currently offering a highly motivated individual an excellent career opportunity as a Regional Sales Manager for **the Center of the US**, to work with our agents, showroom and electrical distributor customers to further increase the company's presence and sales volume. **Reporting to the Vice-President of Sales the RSM will be** fully supported from Head Office, as part of an experienced team passionate about creating and delivering smart and durable lighting fixtures and exceptional customer service.

This post just waiting for your talent is that of:

REGIONAL SALES MANAGER **(Center of the US)**

Overview:

The successful candidate will be a team player, with a proven record of driving up sales and customer satisfaction in line with the company's strategies. The candidate will also possess strong leadership and management abilities and have minimum 3 years' experience in the lighting industry in a similar role.

Position Responsibilities:

- Meet and exceed company sales goals and targets;
- Recruit, train and support sales representatives for the sale of Contraste's products;
- Ensure that the sales representatives provide high quality service to Contraste's customers;
- Develop new customers and opportunities of growth for Contraste;
- Participate actively in the preparation of Contraste's promotional activities;
- Participate in the preparation and continuous review of the sales budgets
- Maintain excellent communication with Contraste's other departments (Customer Service, Marketing, R&D, Finance)
- Continually follow up on quotes and projects
- Build relationships with customers and sales representatives
- Negotiate special deals
- Manage own travel budget, schedule of customer visits, exhibitions and shows
- Perform any additional tasks that may be required by Contraste and immediate manager
- Act with the best interest of Contraste, represent and promote Contraste at local, national and international events

Qualifications and skills:

- Minimum of 3 years' sales management experience
- Very good knowledge of LED lighting products and the industry
- Have established contacts in the territory, especially with local distributors, showrooms, sales representatives and/or lighting specifiers
- Excellent communication, presentation and negotiation skills
- Excellent time management skills
- Capable of working on own and as part of a team
- Results-driven, proactive and flexible attitude
- Ability to handle difficult situations with diplomacy and respect
- Strong practical knowledge of Microsoft Office
- Valid driver's license

To join us today, you are invited to send your CV by email to:

recrutement@contrastlighting.com

Fax: 418-839-6244

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