

# NOVA FLEX®

We're looking for a North East Regional Sales Manager to join our team.

LOCATION // REMOTE NE US

## POSITION DESCRIPTION

Nova Flex is looking for energetic outside sales candidates with a proven track record of success in driving profitable sales revenue and generating business. This role will involve vetting, hiring, onboarding, educating, and driving sales revenue and profitability through agents (manufacturer representatives) that work with lighting designers and specifiers, as well as other lighting decision makers. The Northeast RSM will control his or her success by driving revenue through proactively building and growing strategic relationships with existing and new agents and specifiers in the Northeast Half of the United States.

## KEY RESPONSIBILITIES

1. Increase net revenue and profit from manufacturers reps network.
2. Increase specifications from lighting design community.
3. Profitably drive total territory sales.

## JOB RESPONSIBILITIES

- Achieve annual revenue and profit goals.
- Oversee, and manage independent lighting agents within an assigned region.
- Develop and advance relationships with the lighting agent and the design community.
- Provide training, benefit analysis and application support.
- Execute pipeline-project tracking and forecasting model.
- Introduce new products to all client types in the assigned region.
- Attend trade shows, agency events and other required territory functions.
- Provide written and verbal input on competitive products and industry trends.
- Work with all internal departments to ensure support needed for the client experience.

## TYPE OF INDIVIDUAL

- A competitive, highly motivated goal-oriented professional.
- Technically versed in lighting products, lighting controls and lighting applications.
- Knowledge of the lighting industry, competitors and the lighting agent network.
- Business savvy with poise in social settings and presentations.
- Written and verbal communication skills essential.
- Team player a must.

## QUALIFICATIONS

- BA in Business Administration, industrial distribution, architectural engineering, lighting science or theatre a plus.
- Lighting certifications a plus.
- Proven ability to drive sales through manufacturer representatives.
- Sales experience working on large projects and knowledge of key lighting stakeholders.
- Prefer at least 5+ years channel / outside territory sales experience.
- Experience selling technical products through distributors and manufacturer representatives.
- Demonstrated success meeting sales goals and growing sales.
- Experience driving interest and obtaining leads from trade shows.
- Track record of selling value and service, not price.
- Experienced selling or promoting feature-rich, high value products and service.
- Ability to travel 50% or more as dictated by agent needs and potential opportunities.
- PC proficiency (Microsoft Office Suite: Outlook, Excel and PowerPoint) required.
- Salesforce.com experience preferred, CRM required.

# NOVA FLEX<sup>®</sup>

Brightening lives for 10+ years, Nova Flex LED makes custom linear LEDs easy!

Leading the LED Industry in Service

Since 2009, when first being asked to cut and solder LED tape prior to delivery, we've been committed to making lighting easy for our customers and Agent partners. It's our mission to deliver the highest level of customer service in the industry and continually expand our product offerings. We've expanded from LED tape to flex neon, channels, universal power supplies and RGBW flood and wall washing fixtures.

Today, our LED lighting products are used in/on stadiums, skyscrapers, hotels, casinos, educational institutions, restaurants, retail stores, health clubs, churches and more across the country. We're second to none in our customization and personalization!

NOVAFLEXLED.COM // @NOVAFLEXLED

