

JOIN THE REVOLUTION!



Title: West Coast Sales Manager

Department: Marketing Division – Somerset, NJ

Reports to: V.P. of Sales & Marketing – Somerset, NJ

Company Overview

Mundo Illumination is a leader in uniquely offering solid state white lighting technology for the architectural lighting market and is committed to simplifying the LED experience. Based on a global platform of white light simplicity the company offers advanced digital lighting technology and sells its products through its commercial partners. Mundo Illumination believes that Innovation applies to all aspects of products and services, impacting the entire life cycle of the product, all processes and interaction with customers. The Company is headquartered in New Jersey, and is an affiliate of the MCI Group, with offices in Europe, China and the Middle-East.

Responsibilities

Executes the Micro Plasma and SSL product line plan consistent with the strategic business plans for EPI. Manage portfolio and prepare products for commercialization. Communicates and executes product plans throughout organization and collaborates with resources of manufacturing, customer supply chain. Interfaces with external supply base to deliver a buy-for-resale portfolio. In conjunction with the VP of Marketing ensures timely and smooth market introduction. May participate in presentations and prepare product configurations tailored to specific customers' needs.

Job Specifications

Our chosen candidate must be proficient in sales methodology, understanding the numbers game side of sales, while also being proficient at cold calling, appointment attainment, sales presentation, handling objections, sales process, differentiating products and services, and demonstrate proven success ability to close business and in developing territories.

Chosen candidate will have a minimum of 5-7 years of experience in sales management. Candidate must: be willing to travel and work with a global team of professionals, be driven to attain results every day, strong understanding of customer and market dynamics and requirements, proven leadership and ability to drive sales teams.

This is a fantastic opportunity to join our growing company, which offers a great work-life balance and open-door environment. Interested candidates should email their resume and salary requirements to contact@modoillumination.com. No phone calls please.

