

Major Account Business Development (Sales) Manager

- REPORTS TO:** CEO
- LOCATION:** Seattle HQ, **Remote Acceptable**
- COMPANY INFO:** Global player in the lighting design industry helping retailers such as Pandora and Jos. A Banks to maximize their profits and increase brand awareness through the correct use of lighting design, lighting products and lighting technologies.

POSITION SUMMARY

Responsible for driving new business from retailers with 100+ locations, store fixture suppliers, and lighting distributors in the US and Canada.

This is a newly created position to help expand into the US market. This is an entrepreneurial opportunity with a clean slate to do things your own way, and has *no cap on commissions*. You'll have a great amount of autonomy to blaze your own trail, but excellent results are required.

Primary responsibilities include:

- Develop new business and new accounts by identifying, contacting and making cold sales calls to nurture business relationships with key customers. Schedule, prepare and deliver sales presentations to targeted customers and identified accounts such as:
 - Fixture companies that work with retail customers (fixture suppliers, millworks etc...)
 - Fortune 500 retailers and luxury fashion brands
 - Lighting products distributors
- Spend at least 70% out of the office in face to face meetings with customers (travel is a key part of the job and overnight stays are the norm)
- Create a sales plan to deliver agreed targets, delivering bottom line results and margin with short and long-term project planning and goals
- Build strong customer relationships with the client during negotiating stages, contract signing and project fulfilment
- Follow, analyse and review industry, market and sales trends to assist in identifying emerging prospective accounts
- Create input to the marketing and design team as they develop copy and other marketing communication materials to build end-user awareness and opportunities

- Provide value added solutions to customers by working collaboratively with other organizational resources
- Negotiate pricing and contract terms
- Manage opportunities and sales cycles accurately and timely

Experience & Capabilities Required

- Previous track record of sales success to include over achievement of quota, top performer, history of initial seeding of accounts and closing significantly large-sized deals
- Ability to create and manage a pipeline of prospects to execute on sales strategy
- Demonstrated success in adding to the pipeline
- Experience selling solutions rather than products
- In-depth knowledge of successful sales strategies and a proven track record in building excellent long-term customer relationships
- Highly self-motivated with a passion for outstanding sales success
- Highest level of communication, presentation and negotiation skills
- Excellent time management skills, deadline driven and self-motivated
- Strategic thinker that understands and sees the big picture
- Passport and ability to travel domestic and international

Extra Consideration Given to Candidates With:

- Existing knowledge/relationships across senior levels within targeted customers
- Experience in business development and sales in the Lighting or LED industry
- Previous experience with retail lighting, manufacturing implementation and management of large-scale rollouts

Compensation: \$75,000 base plus commissions, bonuses, and benefits. Expectation of \$150,000++ annually.

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