



OEM Regional Sales Manager – Australia/New Zealand

XICATO, the Company: Xicato is a Solid State Lighting company founded by seasoned industry professionals, with offices located in Silicon Valley (California, HQ), London (UK) and Tokyo. Xicato develops manufactures and globally markets LED modules that simply are functional replacements for traditional lamp technologies, offering all the life and energy-saving advantages of LEDs with no light-technical or aesthetic compromises. Xicato is committed to address the whole broad sphere of the general illumination world, taking on segment by segment with our annual new product launches. Xicato is being built by a team of outstanding employees with diverse backgrounds that have a lot fun accomplishing amazing amounts of important work.

BENEFITS and CAREER: Our competitive compensation package includes a solid base and of course an attractive option plan. In addition, we provide better than average medical and dental benefits. We prefer to hire/promote from within, meaning that if you consistently deliver results, the opportunity exists to grow rapidly within the company, both in leadership and expert roles.

THE JOB: We have a need (Australia/New Zealand) for a OEM Regional Sales Manager
You will make certain that you directly develop relationships with customers, develop new OEM clients.
You will do this by leveraging your existing relationships with OEM's, using your strong product/technical knowledge.
You are then expected to achieve sales targets and share growth plans.
You will also be responsible for Business Development activities in this region which includes up stream sales to Lighting Designers and End users as appropriate
This is an excellent opportunity for a highly motivated, communicative, inquisitive, and driven person who enjoys the start-up environment of a fast growing solid state lighting company.

PRIMARY OBJECTIVES

- Directly manage and develop strategic customer relationships, selling across all levels, to achieve sales targets and share growth plans.
- Develop new OEM clients, serving as the key liaison between business and customer
- Leverage your existing relationships with OEM's, using your strong product/technical knowledge and your understanding of light applications.
- Become the Xicato educator in the Region by organizing and hosting sessions with Lighting Designers, Architects, Engineering Companies and End Users to help sell through of developed fixtures
- Be able to support OEM fixture sales activities within your region
- Implement and execute a regional marketing plan in support of the global marketing plan
- Lead and support customer specific, product development and design-in efforts to ensure that project timelines and launch targets are achieved for new product sales.
- Support product marketing activities including product launch, sales training, presentations, developments of sales tools, competitive analysis, and sales forecasting.
- Deliver sales presentations, value-propositions, and product demonstrations to decision makers and influencers at direct served accounts and to support sell-through activities to agents, specifiers, and end users.

EXPERIENCE (musts)

- 3-5 years lighting component sales experience through the OEM Channel.
- Minimum of 7-10 years sales/account management experience or 3 to 5 years in lighting design with a proven technical knowledge of lighting

EXPERIENCE (wants)

- Strong customer relationships, selling across all levels, to achieve sales targets and share growth plans.
- Develop new OEM clients, serves as the key liaison between business and customer.
- Strong product/technical knowledge and a good understanding of lighting applications.
- Strong presentation and interpersonal skills

SKILL SET

- Proven ability to effectively communicate complex ideas across all levels of an organization,
- Strong Presentation and interpersonal skills.

EDUCATION

BS/BA

If you meet the qualifications and would like to be considered for the position, please submit your resume with an interesting introduction letter to jobs@xicato.com.