



**Position: North Eastern Regional Specification Sales Manager**

Start Date - Immediate

Description: The Specification Sales Manager is responsible for overall relationship management of Sales Reps in the North Eastern US to meet sales goals, build Brand Awareness and market share through Architects, Engineers, Designers and Specifiers while exceeding customer expectations.

**Primary Responsibilities:**

- Increase territory sales and quotes activity in accordance with growth targets
- Services existing business relationships and establishes new business and brand awareness
- Sales presentations for local and regional territories
- Maintains professional and technical knowledge by Involvement in professional lighting organizations such as IES, IALD
- Monitor and follow up on specifications in order to convert to Sales orders
- Trade shows – Lightfair, IALD conference, regional agency shows and special industry events
- Attend special industry events

**Reporting**

- Reports to National Sales Manager

**Territory**

- North Eastern Large Markets including but not limited to NYC, Boston, DC, Philadelphia

**Requirements**

- Minimum 5 years successfully working in Lighting specification sales
- Bachelor's Degree Required
- Self-starter and Self-directed
- 50-60% travel within territory

**Benefits**

- Paid time off, 401K with Company Match, Health, Dental, Vision

All qualified candidates please submit your resume to [HR@bartcolighting.com](mailto:HR@bartcolighting.com)