



Position: Eastern Regional Sales Manager

Original Cast Lighting [OCL] has been a leader in the decorative commercial lighting market for over 35 years. OCL has been growing and we are looking for a talented, self motivated, organized individual to join our company as a Regional Sales Manager.

Responsibilities include:

- Manage all sales initiatives for the given territory.
- Identify new sales opportunities.
- Call on key accounts in the architectural, design and engineering community.
- Train sales agents on our products and capabilities.
- Participate in local and national trade shows.
- Collaborate with the product design and marketing team on new product ideas.
- Coordinate with the engineering department on request for custom products.
- Develop sales forecast for the territory.

Required experience:

- Ideal candidate would live in proximity to one of the following cities: New York City, Philadelphia, Boston, Washington D.C.
- Positive, team-oriented attitude.
- Previous sales or customer service experience.
- Experience in the lighting, design, or architecture industries is preferred.
- Strong interpersonal communication skills.
- Organization and computer skills.

Thorough training will be provided for the right person. This is a full-time position with room to grow.

To be considered for this position please email your resume to HR@OCL.com with the subject "Eastern Regional Sales Manager". Please no phone calls.

All applicants will be held in strict confidence.

OCL offers a full benefits package. Salary is competitive and commensurate with experience. OCL is an Equal Opportunity Employer.