Head quartered in Toronto, Canada,  Leviton Lighting Canada, a business unit of Leviton Manufacturing has been operating in Canada for over 60 years. Our business is growing and we are searching for a talented individual to join our team of sales, lighting and manufacturing specialists. We offer a supportive work environment, competitive salary, complete with benefits and opportunities for advancement whenever possible.

Leviton Lighting Canada is a  manufacturer of industry-leading luminaires for both the United States and Canada. Leading brands include Visioneering, Certolux,  Birchwood, ConTech and Intense brands. We manufacture a complete line of energy efficient and IoT ready lighting solutions for industrial, commercial, medical, institutional and architectural applications to name a few. The role will lead a team of industry leading Lighting agents under their responsibility.

**SUMMARY OF POSITION:**

We are looking to add a strategic, focused and results oriented individual to assume the role **Eastern Regional Sales Management (Ottawa, Province of Quebec, Atlantic Canada) .**

The ideal candidate will focus their efforts on growth by expanding Leviton Lighting Canada market reach and channels served and create strategic business objectives with our partners within those markets. Equally important, the candidate must be able to assess market trends, establish focused strategies and provide market specific insight by establishing a trusted partnership and be a voice of the customer process. The ability to advocate core corporate objectives, initiate strategic success roadmaps and be the leading expert in Leviton’s solutions offerings are a few of the fundamental requirements the successful candidate must possess. The candidate we hire will have previous proven lighting and controls experience with specific knowledge of the LED landscape. The Regional Manager will have strong verbal and written communication skills and the ability to clearly articulate objectives and make presentations to a multitude of audience types including Specification, Engineering, Agents, Contractors and Distributors.

**ESSENTIAL DUTIES & RESPONSIBILITIES**

* Implement strategies to close and win lighting projects that include integrated controls and technology
* Drive deployment strategies with agents to maximize market opportunities
* Lead in the development of the “Go to market” strategies in the Eastern region that include Design build contractors, Service contractors, End users and National accounts development
* Assist with the development and continuous improvement of the overall sales business plan
* Maintain and Update project management information in Salesforce (CRM)
* Analyze and evaluate the effectiveness of sales, methods, costs and results
* Service customers in an industry leading fashion
* Direct and assist with the coordination of company sales functions
* Represent the company at various sales events, training sessions, or events to promote the company, as required
* Promote positive relations with  employees, partners, vendors and distributors
* Communicate and work in partnership with other department heads and senior management at Viscor to solve problems, develop and maintain objectives and to ensure companywide consistency.
* All other duties as may be assigned

**QUALIFICATIONS & EXPERIENCE**

* Minimum of 3 years’ sales experience within the lighting industry - with emphasis on LED lighting sales
* Good working knowledge of lighting controls and LED lighting
* Excellent English and French verbal and written communications skills with the ability to effectively communicate and make presentations
* Ability to handle difficult situations with diplomacy & respect
* Ability to be strategic and organized in achieving goals and targets.
* Computer Proficiency and Strong practical knowledge of Microsoft Office (Outlook, Word, Excel & PowerPoint)
* Detail oriented with strong organizational skills and the ability to prioritize multiple tasks
* Ability to maintain confidentiality of proprietary and sensitive business information.
* Valid driver’s license

Interested applicants may send their resume to hr@viscor.com.

We will accommodate the needs of people with disabilities during the recruitment process. If a selected applicant requests an accommodation, we will consult with the applicant and provide or arrange for the provision of, a suitable accommodation in a manner that takes into account the applicant’s accessibility needs due to disability.

We thank all applicants, but only those selected for an interview will be contacted.