



## OEM Regional Sales Manager – Northeast

### About Us

Fulham is a global manufacturer of innovative, high quality and cost competitive lighting components and specialty lighting solutions. We use our engineering expertise to provide our clients cutting edge components with industry leading reliability, advanced intelligence, and superior value, service, and support. Founded and headquartered in California, our ongoing focus and commitment to quality and client satisfaction have enabled us to become one of the most well-respected component manufacturers in the industry.

### Job Description

We are seeking an OEM Regional Sales Manager to service our existing clients and to develop and grow new business within the Northeast territory. The RSM will sell our products and services directly to OEM's within the assigned Northeast region, including Pennsylvania, Maryland, Delaware, New Jersey, New York, Vermont, New Hampshire, Massachusetts, Connecticut, Rhode Island, and Maine.

### Responsibilities include:

- Maintain and service region's core business
- Develop and grow new sales and margin in the region
- Prepare and submit accurate sales and product forecasts from clients
- Maintain client and prospect information using CRM software (Zendesk)
- Represent Fulham at industry events and conferences

### Requirements

- Ability to develop key client relationships
- Self-starter with proven history of value selling and sales growth
- Excellent verbal and written communication skills, presentation skills (virtual/in-person)
- Ability to travel within region 20% of time; majority of meetings being virtual, working remotely from their home office
- Technical knowledge preferred (lighting and/or electrical)
- Bachelor's degree and 5+ years experience in lighting, electrical, or a related field
- Proficient on Microsoft Word, Excel, and Outlook. Proficient with data analytics and use of CRM

### Compensation / Benefits

Our compensation package includes a competitive base salary, performance-based incentives, automobile allowance, a medical/dental/vision benefits package and 401K program with company match.

### Interest / Response

Interested candidates should submit a resume and cover letter in confidence to:

Fulham Human Resources  
[hr@fulham.com](mailto:hr@fulham.com)