



Job Title Director of Sales, ChromaLit (3 positions)

Position Location: Home office in the Americas

Reports to: WW VP of Sales, ChromaLit™

General Purpose/Objectives:

The Director of Sales is responsible for rapidly building sales in a defined territory in the Americas to enable the most innovative solid state lighting solutions. The Director of Sales will actively drive and manage the the overall technical sales process to secure design wins and orders for new ChromaLit remote phosphor components. The role will work in conjunction with the Marketing team and others at Intematix. The ideal candidate must be able to establish and maintain strong relationships throughout the sales cycle. The Director of Sales will provide significant contribution and leadership to ensure customer design projects get the right exposure to all levels and all functions within the company to ensure success.

Essential Duties and Responsibilities:

- Anticipate, identify and close on the technical and business issues in customer opportunities.
- Build a strong customer base quickly to support a rapidly growing market opportunity for which Intematix is in a leadership position.
- Help customers implement remote phosphor ChromaLit-based luminaires and lamps
- Collaborate extensively with sales, product marketing, engineering, logistics and manufacturing to create strategic and creative solutions for customer needs.
- Act as the customer interface and work closely with internal team members to win customer specific new designs and orders.
- Drive product management and development teams to meet customer's technical and business needs.
- Represent product to customers and at field events such as tradeshow and conferences.
- Assist with competitive product alternative data.
- Assist with execution of new product launches.
- Lead sales training and reviews with channel partners and develop partnership relationships.

Required Qualifications:

Ideal candidate must be self-motivated with a successful track record working with cross-functional teams, achieving quota and building teams quickly throughout all of the Americas. Comfortable in the dynamic atmosphere of a technical organization with a rapidly expanding customer base. Must possess strong interpersonal skills and be able to communicate professionally. Organized and analytical, able to eliminate sales obstacles through creative and adaptive approaches.

- A bachelor's and / or masters degree in engineering or related field.
- Experience with solid state lighting, LED components and lighting systems
- Demonstrable history of successful revenue growth selling to luminaire and lamp manufacturers, with existing relationships
- Demonstrates excellent communication skills and ability to work in a team environment
- Proven ability to develop and manage a sales team.
- Must be self motivated with a passion for success
- Prefer someone who enjoys the entrepreneurial atmosphere of a fast growing company
- Excellent written, verbal and presentation skills
- Proven analytical and problem solving skills

Please submit resumes to jobs@intematix.com.