

JOB DESCRIPTION: VAR NETWORK MANAGER

Location: Crawley, UK

The candidate will support Nualight's Sales activities in the Commercial & Industrial division.

The candidate will work within the Nualight Sales team to support the expansion of the VAR (Value Added Reseller) network for a limited line up of high performance, Nualight designed LED luminaires created for the Industrial lighting segment.

Reporting to the C & I Manager, the candidate will play a key role in supporting the VAR network expansion throughout Europe in the first stage and in the Middle East and the US in the second stage, offering commercial and technical support to customers.

Key requirements:

- Development and growth of direct contacts within the VAR network to facilitate effective sales & business development relationships (by phone, email and joint or self-generated onsite visits).
- Achieving Sales targets as set in the company's Business plan
- Continuously provide high level commercial input and advice to ensure the customer's requirements are met and take a lead role in commercial negotiations if necessary.
- Work in collaboration with internal technical and customer service teams
- Able to gather and prioritize customer requirements – product, pricing or technical.
- Monitor product feedback over the product lifecycle and provide information on product discontinuation or new products to customers.
- Share customer feedback for internal business and product planning analysis.
- Support in implementing pricing and product strategies to maintain our commercial position.
- Maintain up to date records on customers, projects, pricing, offers and forecasts.

PROFILE:

- Experience in LED Lighting and understanding of lighting industry.
- 3+ years technical sales experience.
- Higher education (BA degree or equivalent).
- Strong self-starter with high motivation for success.
- Strong focus on teamwork and customer satisfaction.
- Good MS Office and Presentation skills.
- Fluent English.
- Willingness to travel regularly and extensively.
- Good knowledge of sales management and sales processes.
- Further European languages a plus.
- Desirable - know how of Light planning (DIALUX).