



SALES MANAGER – ASIA PACIFIC

Immediate Start

JOB DESCRIPTION

The successful candidate will be based in the Asia Pacific region and will be responsible for developing and managing this market for all Pharos product lines.

He/she must have a proven sales experience in the architectural or residential lighting market and be able to communicate effectively with key manufacturers, dealers and other clients. A significant degree of technical knowledge and competence is essential to provide product information and demonstrations.

Reporting directly to the Commercial Director, the candidate will have a high degree of self-motivation and will enjoy considerable independence and autonomy. The candidate must be willing to travel regularly.

The remuneration package will be commensurate with experience and the candidate will share significantly in the success of the products.

Specific responsibilities include:

- Implementation of an effective sales strategy for the Asia Pacific region
- Input into an effective marketing plan for Pharos products primarily aimed at the local fixed installation and residential markets
- Manage relationships with local manufacturers and resellers
- New sales lead generation and follow-up
- Active engagement with key specifiers and designers in the region
- Maintenance of an effective pricing and discount structure
- Preparation of regular sales forecasts with ongoing monitoring of performance
- Representation of Pharos at key tradeshows, product demonstrations and other industry events
- Communication of user feedback to steer ongoing product development

COMPANY DETAILS

Pharos Architectural Controls is an established and rapidly growing lighting and audio-visual controls manufacturer. Its award-winning controllers are ideally suited to sophisticated fixed installations and are specified in landmark projects worldwide.

APPLICATION

Please write enclosing a full CV to:

Chris Hunt
Pharos Architectural Controls
Shepherds Building
Rockley Road
London W14 0DA

or email an application to chrish@pharoscontrols.com

Pharos Architectural Controls Limited, Studio G20, Shepherds Building, Rockley Road, London W14 0DA

Tel: +44-(0)20-7471-9229 Fax: +44-(0)870-7064012

Reg. No.: UK 05286891

Email: info@pharoscontrols.com Website: www.pharoscontrols.com

VAT No.: 854 0760 25