



RESIDENTIAL SALES MANAGER

Immediate Start

JOB DESCRIPTION

The successful candidate will be responsible for developing and implementing a national sales strategy for the UK residential market for Pharos products.

He/she must have a proven sales experience in the residential lighting market and be able to communicate effectively with dealers and other key 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 to attract new customers and improve the sales performance of Pharos in the residential sector. The candidate will enjoy flexibility with location and hours, but must be willing to travel regularly. A full, clean UK driving licence is required. 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 national sales strategy for new Pharos products, specifically the Pharos Touch Panel Controller (TPC)
- Establish relationships with key customers in this market
- New sales lead generation and follow-up
- Active engagement with dealers, specifiers and designers
- Maintenance of an effective pricing and discount structure
- Preparation of regular sales forecasts with ongoing monitoring of performance
- Representation of Pharos at key tradeshow, product demonstrations and other industry events
- Communication of user feedback to steer ongoing product development
- Input into an effective marketing plan for Pharos products primarily aimed at the fixed installation and residential markets

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
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Shepherds Building
Rockley Road
London W14 0DA

or email an application to chrish@pharoscontrols.com

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