**Job Title: Sales Representative, North American Region**

OLEDWorks LLC has a challenging opportunity for a Sales Representative. This company is in the business of developing and manufacturing organic LED (OLED) solid-state lighting (SSL) panels and modules. This is an exciting technology that has real impact on light quality, sustainability and energy savings. As a member of this team, you will have the privilege of working with an organization that is amongst the best in the world for OLED technology. Refer to our website for more information http://oledworks.com/

This is a full time position with travel time 50% or more. The job will have a base salary with commission. In this position you will report to the Director of Business Development and will be responsible for the following functions (with or without reasonable accommodations):

Function:

- Promotes and sells OLEDWorks light panels within the territory to new and existing customers including luminaire manufacturers, lighting designers, and adjacent markets
- Demonstrates products to user groups as needed on behalf of OLEDWorks and/or customers

Responsibilities:

- Identify high potential new customers, develop relationships and secure distribution
- Increase sales with existing customers - call on existing customer base to fully understand their needs and make recommendations for growing their business
- Participate in product and technology education for influencers including architects, lighting designers, specifiers and contractors
- Develop written proposals for customer presentations
- Develop weekly/monthly call schedule with one to two objectives for each call
- Provide a monthly territory report
- Train customer staff on all OLEDWorks products
- Participate in any trade shows in the region
- Report any competitive activity, including: customer penetration; new product launches; pricing
- Assist product manager with sales projections, promotions and pricing strategies for the territory
- Report technology and product opportunities for future product roadmap
- Work with Customer Service Dept. to ensure any issues are resolved promptly

Qualifications:

- Bachelor Degree, in business or engineering
- 3 - 5 years' experience in sales with proven track record to close deal
- Experience selling technology in business environment (B2B)
- Knowledge of the lighting industry in the North American region
- "Hunter" sales attitude with strong closing skills
- Comfortable working in an early market with uncertainty
- Strong coaching and training ability
- Ability to self-direct and self-motivate
- Strong verbal and written communications skills

Location:
This is a North America position and candidate must reside in the U.S. This position does not offer relocation.

OLEDWorks LLC is an Equal Opportunity Employer

Please forward your resume, cover letter, along with salary history and requirements and two professional references to whom you have reported to, to the following contact:
owinfo@oledworks.com

**About OLEDWorks LLC**

OLEDWorks is a leader in the development and production of affordable and innovative organic light-emitting diode (OLED) lighting solutions. OLEDWorks' production methodology is built on a novel system that delivers competitive OLED solid state lighting panels while offering flexibility and responsiveness. As pioneers in the OLED industry, OLEDWorks applies its 400+ years of collective experience in OLED technology to making advances in OLED lighting manufacturing.

Headquartered in Rochester, N.Y., where OLED was discovered, OLEDWorks is the only U.S. manufacturer of OLED lighting panels. For more information, visit www.OLEDWorks.com.