



## Europe Sales Manager

### About Us

Fulham is a global manufacturer of innovative, high quality and cost competitive lighting components and specialty lighting solutions. We use our engineering expertise to provide our clients with cutting edge components with industry leading reliability, advanced intelligence, and superior value, service, and support. Founded and headquartered in California, USA, our ongoing focus and commitment to quality and client satisfaction have enabled us to become one of the most well-respected component manufacturers in the industry.

### Job Description

The Europe Sales Manager will service our existing clients and develop and grow new business within the territory. The Sales Manager will sell our products and services directly to OEM's, resellers, and distributors within the European region, including Netherlands, Sweden, Italy, Spain, Denmark, United Kingdom, Belgium.

### Responsibilities include:

- Maintain and service region's core business
- Develop and grow new sales and margin in the region
- Manage distributors, resellers and OEM customers. Consult on inventory management.
- Prepare and submit accurate sales and product forecasts from clients
- Maintain client and prospect information using CRM software (Zendesk)
- Represent Fulham at industry events and conferences

### Requirements

- Ability to develop key client relationships
- Self-starter with proven history of value selling and sales growth
- Excellent verbal and written communication skills, presentation skills (virtual/in-person)
- Language requirements: English. Other languages ie Dutch, German, etc. are a plus.
- Ability to travel within region 50% of time; majority of meetings being virtual, working remotely from their home office
- Technical industry knowledge preferred (lighting and/or electrical)
- Must reside within the region; Preferred Netherlands or central in Europe
- Bachelor's degree and 5+ years' experience in lighting, electrical, or a related field
- Proficient on Microsoft Word, Excel, and Outlook. Proficient with data analytics and use of CRM

### Interest / Response

Interested candidates should submit a CV/resume and cover letter in confidence to:

Anthony Jung  
Human Resources  
[ajung@fulham.com](mailto:ajung@fulham.com)