



POSITION: REGIONAL DIRECTOR FOR SPECIFICATION SALES

LOCATION: LONDON & THE SOUTH EAST

Thorn Lighting, part of Zumtobel, is a global brand for professional indoor and outdoor lighting. Thorn's mission is to improve the quality of life by providing the best quality, energy-efficient lighting for people and places. The brand delivers pace setting technical innovations to broad-based target groups - especially distributors, electrical contractors, end-users, lighting designers, architects, specifiers and municipalities – and stands for reliability, outstanding customer service, high functionality and technically advanced design.

Thorn has an established market leadership in the UK and globally, competes successfully in over 100 markets around the world. The company is also a leading supplier in the Australian and Hong Kong markets and is fast developing its presence in the Far East, particularly in China and Singapore.

Based at the recently built site at Spennymoor, employing over 600 people in County Durham, the largest single manufacturing project in the north east in the last decade. Alistair Darling described the purpose-built lighting factory as “a shining example of how to combine traditional engineering skills with knowledge to lead new industries”

Corrigan Bentley Executive have been retained to identify an experienced, senior specification sales leader who fulfills the following criteria:

- At least 4 years' experience in a senior, specification sales leadership role, preferably in the lighting or electrical industries
- A passion for recruiting, developing and leading large specification sales teams to provide a high level sales-led support for business development
- A demonstratable track record of hands on customer relationship building and negotiations specifically with M&E Consultants, contractors, developers and end users
- A history of developing sales teams to achieve excellence in promoting product-based solutions to market and providing differentiated value proposition
- An interest in current legislative directives which affect the specific products groups both existing and new technologies as well as competitor activities and movements
- An innovative, inspirational leader with excellent commercial and business acumen, energetic, interpersonal, dynamic and proactive
- A proven track record in managing change to implement a market lead approach
- A strong level of technical aptitude (although specific product knowledge is not essential but would be desirable) and an interest in energy saving technologies (LED)
- Experience managing sales teams to achieve agreed targets and maximize on value for money
- Excellent planning, organizational, creativity and strategic skills together with advanced presentation skills

This is a rare and exciting chance to join a very stable, successful, profitable market leader which, for the right individual, our clients prepared to offer an excellent package commensurate with the position and its responsibilities coupled with further group opportunities, development and investment in training.

If you are confident that you fit the criteria above and possess the necessary skills and personal experience then please apply to the retained agents:

Ben Freeman, Group Managing Director – Corrigan Bentley Executive

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