



## **We are looking for a Lighting OEM Sales Manager in the USA – illuminate your future career with us**

*At Casambi, we view lighting differently. As rapidly increasing numbers worldwide come to share our vision, we are looking for talented and enthusiastic people to join us. Casambi is already on a fast-growing and profitable trajectory. This is a rare opportunity to play a key role building a world-class brand powered by a unique and exciting product.*

### **Lighting OEM Sales Manager**

You will have a key role in growing Casambi's ecosystem through our OEM network. This position will be the main contact with our component partners. Primary responsibilities will be to expand our current partners offering as well as identify new partners.

### **Main Job Duties**

- Grow the Casambi ecosystem network with new and existing partners.
- Develops relationships with customers within the functions of engineering, product development, and marketing.
- Have the ability to learn Casambi's ecosystem and present our value proposition to our customers.
- Work with our ecosystem partners from product development to market launch.
- Train ecosystem partners on Casambi's capabilities and assist in field support.
- Track opportunities and projects in our CRM.

### **Necessary Qualifications**

- Experience in working with lighting controls and lighting components: drivers, sensors, and other controls.
- Experience with Lighting OEMs preferred.
- Bachelor's Degree in Engineering, Sales and Marketing, Business Administration, Management or related field, or an equivalent education/experience combination.
- Demonstrated ability to organize and manage multiple priorities.

- Excellent interpersonal and communication skills, including written, verbal, and presentation skills.
- Demonstrated understanding of and commitment to company values and ethical standards.
- Proven proficiency in the use of Microsoft Office software, including Word, Excel, PowerPoint and Teams.

This position can be remote and the candidate should be located near a major airport.

## Join the Casambi team

As an internationally growing high-tech company, Casambi offers interesting and varied challenges. The work tasks are extensive within a small company so that you will see your own handprint in the completed and updated applications and software.

Casambi is changing the way people illuminate their surroundings. The company's innovative wireless technology uses Bluetooth Low Energy to put the entire lighting ecosystem in the hands of the user. This unique dynamic and reliable modular solution have already been enjoyed in thousands of buildings across hundreds of major networks worldwide. In addition, we have built a significant sales and support network throughout Europe, North America, and Asia, which will continue to grow as companies worldwide discover the benefits of wireless lighting management.

More information about Casambi and examples for our exciting illuminate projects: [casambi.com](https://casambi.com)

## Application process

Please submit your application and resume for our HR manager Pertti Kärkäs e-mail: [pertti.karkas@casambi.com](mailto:pertti.karkas@casambi.com) who also gives more information about the position and company.