



Chief Operating Officer, Lighting

Job Scope

The Chief Operating Officer of the lighting department is a high-ranking executive responsible for overseeing and managing the lighting division of Facility Solutions Group. This role involves providing leadership, driving operational excellence, and ensuring the division's growth, profitability, and customer satisfaction. The Chief Operating Officer of the lighting department holds a crucial leadership position within Facility Solutions Group. This senior executive is responsible for managing and overseeing all company lighting division operations, including setting and executing strategic goals, ensuring customer satisfaction, and driving profitability and growth. With a focus on operational excellence, this role requires exceptional leadership skills, a keen eye for detail, and a deep understanding of the lighting industry. The Chief Operating Officer of the lighting department plays a vital role in ensuring the company's continued success and position as a leader in the market.

Responsibilities

- **Strategic leadership:** Develop and implement the division's strategic vision, goals, and objectives in alignment with the overall organizational strategy.
- Operational management:** Oversee the day-to-day operations of the lighting division, ensuring efficient production, supply chain management, quality control, and timely delivery of lighting products.
- Product development and innovation:** Drive product development initiatives, collaborating with the research and development team to introduce new lighting solutions, improve existing products, and meet customer demands.
- Financial performance:** Monitor the division's financial performance, budgets, and key performance indicators (KPIs) to ensure profitability and financial health. Identify opportunities for cost optimization, revenue growth, and margin improvement.
- Sales and marketing:** Collaborate with the sales and marketing teams to develop and execute effective strategies for market penetration, customer acquisition, and sales growth: guide pricing, distribution channels, and promotional activities.
- Supply chain management:** Oversee the procurement, inventory management, and logistics functions to ensure efficient sourcing, production planning, and timely delivery of lighting products.
- Customer relationship management:** Foster strong relationships with key customers, understanding their needs, ensuring exceptional customer service, and identifying opportunities for upselling, cross-selling, and long-term partnerships.
- Operational efficiency:** Continuously assess and improve operational processes, workflows, and systems to enhance efficiency, productivity, and quality in lighting manufacturing and distribution.
- Quality control and compliance:** Ensure adherence to quality standards, certifications, and regulatory requirements in lighting products. Implement and enforce quality control protocols

As an EEO/Affirmative Action Employer all qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, disability, veteran status.



and best practices.

Team leadership: Lead and manage a team of managers, engineers, supervisors, and staff within the lighting division. Provide guidance, mentorship, and support to drive high performance, employee engagement, and professional development.

Stakeholder management: Engage and collaborate with internal stakeholders, including senior management, other divisions, and departments, to drive synergies, share best practices, and achieve organizational goals.

Industry awareness: Stay updated with industry trends, emerging technologies, and advancements in lighting. Apply market insights to inform strategic decision-making, drive innovation, and maintain a competitive edge.

Reporting and communication: Provide regular reports, updates, and presentations to senior management, including financial analysis, operational metrics, sales performance, and strategic initiatives.

Requirements

- A bachelor's degree in electrical engineering or a related field is preferred.
Proven experience in a senior leadership role within the lighting industry, such as COO, Vice President, or similar.
Strong technical knowledge of lighting systems, technologies, and product development.
Extensive experience in lighting manufacturing, supply chain management, and quality control processes.
Exceptional leadership and people management skills, with a track record of successfully leading and developing high-performing teams.
Strategic mindset and business acumen, with the ability to understand market dynamics, identify opportunities, and make data-driven decisions.
Financial acumen and experience in financial management, including budgeting, forecasting, and financial analysis in the lighting industry.
Strong sales and marketing orientation, with experience developing and executing effective product promotion and market expansion strategies.
Excellent communication and interpersonal skills, with the ability to effectively communicate with stakeholders at all levels of the organization and with customers.
Ability to adapt to change, manage ambiguity, and thrive in a fast-paced, dynamic environment.