

Architectural Lighting Specification Sales Rep

As an Architectural Lighting Specification Sales Rep, you'll be responsible for building relationships and working closely with architects, electrical engineers and lighting designers as a resource and expert in applying our technologies to meet their design needs.

Responsibilities

- Travel to various offices to consult with specifiers to identify new project opportunities.
- Educate and advise specifiers on the features, benefits and applications of the products we represent.
- Coordinate with inside sales staff to ensure seamless project completion and client satisfaction.
- Stay current on product knowledge, industry trends and new technologies.

Preferred Skills and Experience

- Self-motivated with a strong work ethic.
- Expertise in Architecture, Interior Design or related field.
- Excellent communication skills, both written and verbal.
- Ability to analyze project requirements and assist in developing customized solutions
- Some understanding of lighting controls, electrical systems and energy-efficient lighting technologies.
- Ability to work independently and as part of a team.
- Bachelor's degree in Architecture, Engineering, or related field is a plus but not required.
- Experience in interior or lighting design or architectural sales is a plus.
- A strong track record of cultivating and maintaining business relationships is a plus

Compensation and Benefits

- Competitive salary plus commission
- Comprehensive health, dental and vision plans.
- Expense Account
- Car Allowance
- 401K with company Match
- Employee Stock Ownership Plan