

Specification Sales - Lighting Systems

Lighting Systems is one of the largest lighting manufacturer's representatives in Northern California. As our company continue to grow in the high-tech lighting industry, we are currently seeking a highly motivated specification salesperson to call on the architectural and engineering design community in our Northern California region.

The position is based out of our Berkeley office. To do your job effectively, you will be supported by our qualified and knowledgeable internal sales, quotations, and technical support teams.

Position Summary

Specification Sales in San Francisco Bay Area

Responsibilities

- Manage assigned accounts and develop new clients
- Expand market within the assigned territory
- Actively promote Lighting Systems product line
- Establish and maintain positive relationships with customers, suppliers, and employees at all levels
- Collaborate with lighting manufactures
- Attend tradeshow and factor visits as needed
- Work with inside sales team as needed
- Organize joint calls with factory representative

Education Required

- Bachelor's degree or equivalent

Qualifications & Skills Required

- Have existing knowledge of lighting/electrical industry
- Client service oriented and personable
- Manage and schedule sales calls on his/her own
- Good presentation skills
- Highly organized with ability to manage multiple tasks
- Must be results-oriented and self-motivated
- Strong verbal and written communication skills
- Understand design and construction documents
- Project follow-through skills

Please submit your resume and further consideration to Careers@ltsys.com

San Francisco/Bay Area

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Berkeley, CA 94710
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Sacramento

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