



## Senior Sales Account Executive

### ESSENTIAL DUTIES AND RESPONSIBILITIES

- Executes strategic marketing plans, sales plans and forecasts to achieve corporate objectives for products and services.
- Engages existing customers to maintain revenue streams and identifies needs of customer to ensure that existing customers are being supported appropriately.
- Leverages Lightstat marketing material, position Lightstat products and services to existing and potential customers.
- Provides effective customer presentations as needed.
- Provides sales forecasts for responsible region and market sector.
- Represents company at trade association meetings to promote products.
- Meets with key clients, assisting other sales representatives with maintaining relationships and negotiating and closing deals.
- Travels to meet customers as needed (20%).

### EDUCATION / EXPERIENCE / SKILLS

- Bachelor's Degree preferred.
- Five plus years related experience required.
- Technical System sales experience highly desirable.
- Exemplary presentation and closing skills.
- Ability to overcome obstacles and challenges.
- Demonstrates in-depth sales and marketing techniques and financial principles.
- Ability to communicate effectively with co-management, internal and external customers.
- Ability to anticipate and solve problems and resolve issues.
- PC knowledge, Office Suite – Excel, PowerPoint, Word; Microsoft Windows.

### ADDITIONAL INFORMATION

- This position is a Base Salary position with UNCAPPED Commissions, Cell Phone Stipend.
- Lightstat offers competitive salaries and an excellent benefits package that includes a 401k plan and PTO.
- This position is located at 22 W West Hill Road, Barkhamsted, CT.

Lightstat has been an industry leader in environmental controls for over 35 years and now more than ever we are applying this knowledge in innovative ways to showcase this strength. Our presence in national retail/restaurant controls provided us a platform to apply the focus on reliability and security into verticals like agriculture, smart sensor systems, and advanced analytics, coupled with a user- friendly experience. We continue to drive creative new concepts into the marketplace with a unique mindset that tailors controls based on customer needs. In a new era for Lightstat, we pride ourselves on being at the forefront of emerging technologies to continuously apply to all our products and systems.

Equal Opportunity Employer