



Sales Account Executive - Government

This role engages with Federal Government agencies to identify and close sales opportunities with existing and future products provided by Lightstat as well as administer the GSA Schedule contract.

This position will be located in our Middletown Office.

ESSENTIAL DUTIES AND RESPONSIBILITIES

- Execute strategic marketing plans, sales plans, forecasts to achieve corporate objectives for products and services.
- Qualify leads from a variety of inbound lead sources (e.g., tradeshow, whitepaper downloads, webinar attendees, web visitors, etc.) via email, telephone calls and online research.
- Identify prospects to energy management projects that incorporate HVAC and Lighting controls. This task includes researching the leads (prospects) who have responded to outbound email campaigns or show interest in Lightstat, and pursuing leads to navigate to the appropriate contacts or groups with active projects.
- Engage with Architects and Engineers that design facilities for the Government sector. Provide necessary specifications as required.
- Effectively and efficiently track all prospects in their assigned regions via Microsoft CRM and nurture them through a lead development process from prospects to qualified sales opportunities.
- Leverages Lightstat marketing materials. Position Lightstat products and services to potential customers.
- Effectively provides customer presentations as needed.
- Provide sales forecasts for Federal Government sector.
- Meet with key clients, maintaining relationships and negotiating and closing deals.
- Monitor competitor products, sales, and marketing activities.
- Recognize competitive threats and communicate these back to supervisor and other Lightstat management as appropriate.
- Travel to meet customers as needed.
- Administer all aspects of the GSA Schedule contract, interact with Government contracting personnel as required.

EDUCATION / EXPERIENCE / SKILLS

- Bachelor's Degree or equivalent in Sales, Marketing or Business preferred with a minimum of five years related experience selling into the Federal Government.
- Knowledge of the Federal market and experience of calling into Federal Government Agencies as well as Federal Systems Integrators and resellers.
- Knowledge and experience working with Architects and Engineers that are focused on Government facilities.
- Working knowledge of Title 24.
- Knowledge of HVAC and Lighting systems a strong desire.
- Technical System sales experience highly desirable.
- Exemplary Presentation and Closing Skills.
- In-depth sales and marketing techniques and financial principles.
- Ability to communicate orally or in written form effectively with management, internal and external customers.
- Ability to anticipate and solve practical problems or resolve issues.

Lightstat manufactures thermostats, lighting controls and provides a full line of LED lighting products. We have been an industry leader in environmental controls for over 34 years. Backed by our Limited Lifetime Warranty, Lightstat provides industry leading highly reliable products. We continue to drive creative new concepts into the marketplace with custom controls based on our customer's needs. Our products are easy to use, require little or no training, and can be installed by your average field technician. At Lightstat, we pride ourselves on being at the forefront of emerging technologies.

Equal Opportunity Employer