



Sales Account Executive - Lighting

This role engages current and potential new customers to determine and close sales opportunities with existing and future LED lighting products provided by Lightstat.

The ideal candidate should have significant experience in large contract lighting retrofit projects, documented sales experience, and be motivated in providing a quality sales experience to the client. We are seeking candidates with in depth knowledge of the lighting industry, strong prospecting, and presentation skills.

This position will be located in our Middletown Office.

Essential Duties And Responsibilities:

- Travel throughout assigned territory to meet with prospective customers to solicit orders, or communicate with customers via phone and email.
- Display or demonstrate product, using samples or catalog, and emphasize salable features.
- Provide competitive market information to management to help drive the direction of product marketing and development.
- Demonstrate the many benefits of LED lighting via sales presentations.
- Quote prices and prepare sales contracts for new business.
- Conduct cold calls to potential clients in an effort to secure new business opportunities.
- Maintain new business pipeline and relentlessly pursue opportunities to broaden our markets.
- Strong will to succeed and find new opportunities.
- Performs other duties as assigned.

Required Education and Experience:

- Bachelor's Degree or equivalent in Sales, Marketing or Business preferred with a minimum of five years related experience.
- Three to five years of sales experience in the lighting industry.
- Experience with selling performance contracts and/or large (<\$100,000) retrofit projects.
- Knowledge of marketing strategies and tactics, basic marketing research techniques, product demonstration
- Valid driver's license.
- Live in or near assigned territory.
- Have enthusiastic, outgoing, competitive and self-motivated attributes.
- PC knowledge, Office Suite – Excel, PowerPoint, Word; Microsoft Windows.

This position is a Base Salary position with Commissions, Cell Phone Stipend, and Car Mileage Reimbursement.

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 32 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