



Sales Account Executive

This position will be located remotely, with travel back to our Connecticut offices as needed.

POSITION SUMMARY: The Account Executive engages with prospective and existing customers to determine and close sales opportunities with existing and future products provided by Lightstat.

The ideal candidate should have significant experience in large controls 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 controls industry, strong prospecting, and presentation skills.

ESSENTIAL JOB FUNCTIONS:

- Executes strategic marketing plans, sales plans, 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.
- Recognizes competitive threats and communicates these back to supervisor and other Lightstat management as appropriate.
- Leverages Lightstat marketing material position Lightstat products and services to existing and potential customers.
- Effectively provide customer presentations as needed.
- Monitors competitor products, sales, and marketing activities.
- Provides sales forecasts for responsible region and market sector.
- Represents company at trade association meetings to promote product.
- Meets with key clients, assisting other sales representatives with maintaining relationships and negotiating and closing deals.
- Travels to meet customers as needed.
- Additional duties, responsibilities and activities may change at any time with or without notice.

EDUCATION / EXPERIENCE / SKILLS

- Bachelor's Degree or equivalent in Sales, Marketing or Business preferred with a minimum of five years related experience.
- Working knowledge of Title 24.
- Knowledge of HVAC and Retrofit lighting a strong desire.
- Technical System sales experience highly desirable.
- Exemplary Presentation & Closing Skills
- In-depth sales and marketing techniques and financial principles.
- Effective ability to communicate orally or in written form with management, internal and external customers.
- Ability to anticipate and solve practical problems or resolve issues.
- 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