



Sales Account Executive

We are seeking a Sales Account Executive to expand our business opportunities and take the lead in the development of new business that supports our Company's overall growth strategy. The ideal candidate has a positive attitude, passion for sales and takes a hands-on approach to building business opportunities.

Responsibilities

- Develop new business opportunities
- Manage our existing customers and sales pipeline
- Take a lead role in the development of proposals and presentations for new business materials to create business opportunities
- Monitor and evaluate industry trends and customer drivers
- Generate new leads, identify and contact decision-makers, screen potential business opportunities
- Support project structure and pricing with business value analysis
- Negotiate contract terms and prices for proactive bids and proposals
- Execute strategic marketing plans, sales plans and forecasts to achieve goals
- Travel to meet customers as needed (35%)

Education/Experience/Skills

- Bachelor's degree in business or management preferred
- Five plus years related experience
- Technical product aptitude
- Excellent verbal and written communication skills
- Exemplary presentation and closing skills
- Proven ability to plan and manage resources
- Ability to overcome obstacles and challenges
- PC knowledge, Office Suite- Excel, PowerPoint, Word; Microsoft Windows

This position is a Base Salary position with UNCAPPED Commissions, Cell Phone Stipend and is located at 22 W West Hill Road, Barkhamsted, CT. Ability to work from home four days a week. Must be in the Barkhamsted location one day a week.

Lightstat offers competitive salaries and an excellent benefits package that includes a 401k plan and PTO.

Lightstat is an industry leader in environmental controls. We manufacture thermostats, power monitoring systems for HVAC and lighting controls. Lightstat continues to drive creative new concepts into the marketplace with custom controls based on our customer's needs.

Equal Opportunity Employer