

We are a local LED lighting company looking for sales representatives who are seeking a new and exciting opportunity. Our vision is to educate, introduce, install and service high efficient and energy saving environmentally friendly lighting systems. Our products are certified hazardous free.

As an Independent Sales Representative you would be:

Responsible for all sales activities in assigned accounts or regions.

Manage quality and consistency of product and service delivery.

Primary Responsibilities:

1. Present and sell LED products and services to potential clients.
2. Prepare action plans and schedules to identify specific targets and to project.
3. Follow up on new leads and referrals resulting from field activity.
4. Identify sales prospects and contact these other accounts as assigned.
5. Develop and maintain sales materials and current product knowledge.
6. Prepare presentations, proposals and sales contracts.
7. Establish and maintain current client and potential client relationships.
8. Prepare paperwork to activate and maintain contract services.
9. Manage account services through quality checks and other follow-up.
10. Identify and resolve client concerns.
11. Develop and implement special sales activities to reduce stock.

Knowledge and Skill Requirements:

1. Basic reading, writing and arithmetic skills required.
2. Ability to persuade and influence others.
3. Ability to develop and deliver presentations.
4. Ability to create, compose, and edit written materials.
5. Strong interpersonal and communication skills.
6. Knowledge of advertising and sales promotion techniques.
7. Visibility requires maintaining a professional appearance and providing a positive company image to the public.
8. Work requires significant local travel to current and potential clients. This requires the possession of a valid state driver's license within 60 day of employment.
9. Work requires willingness to work a flexible schedule and occasional overnight travel and or evening work.

You should also be able to attend a monthly sales & training meeting, which is held the first Tuesday of each month at 9am.

If you are interested please reply by email with your resume and why you are excited about this opportunity.