

Outside Sales Job

LPA Lighting Partners America, a global lighting distributor, is seeking a technical sales professional to expand our retail and hospitality division.

Lighting Partners America specializes in the distribution of commercial and industrial LED lighting products focusing on retail and commercial projects. At LPA, our vision is to provide modern, energy-efficient lighting solutions that reduce energy costs and environmental impact while increasing reliability, light quality, and productivity.

We are a solution service provider to clients such as architects, lighting designers, electrical engineers, builders, developers, electrical contractors, government authorities, retail stores and facility owners. We are part of a global distribution group with offices and associates in Australia, Asia, The United Kingdom and Europe. We work closely with local and overseas manufacturers to ensure we meet all lighting needs of our clients in the US and around the globe.

The ideal candidate will join our team with a solid understanding of the lighting industry and market, our products and those of our competitors. Having existing relationships and networking channels within the lighting sector is a must in order to be considered for the role. The ideal candidate will have a passion for sales with a proven track record of continued sales success as outside sales and new business development representative. The candidate will need to build relationships with excellent communication skills and high attention to detail.

Your key responsibilities will include:

- Build long term customer relationships and generate a new customer base for the company
- Develop and implement an effective sales strategy to drive growth
- Travel within the territory to conduct meetings with existing and potential customers
- Meet with customers and leads to identify and understand their product needs and effectively communicate solutions

You will display the following attributes:

- Excellent communication
- High attention to detail
- Strong negotiation, presentation and interpersonal skills
- Bachelor's Degree preferred or equivalent years of related work experience in the lighting field
- Ability to effectively convey our priorities and creatively market our products
- Self-starter and problem solver
- Sound decision maker

Please note this position will require the candidate to travel as needed.

If you're an experienced salesperson and interested in hearing more about this role, please contact Kara Haskins via careersUS@lpalighting.com or via 860-918-5619.