

Product Sales Support

A truly exciting opportunity exists for someone wanting to navigate a career journey in product management. This relatively new role offers the right candidate the chance to define and build the position in our global network.

LPA Lighting and Energy Solutions has over 30 years of experience in providing lighting and related services across all industry sectors. With 10 international offices, and proudly part of the global LPA Energy Group, we are constantly expanding our solutions including solar and IoT technologies to drive energy efficiencies across the brand.

We require product sales support to join the lighting arm of our business to implement and manage our inventory range.

This exciting opportunity will suit a collaborative, proactive candidate with high attention to detail and excellent technical skill.

Your duties will include a wide range of items including but not limited to:

- Responsible for the composition and maintenance of a product range to support the business direction and sales strategies.
- Review and monitor sales volumes on products to identify opportunities.
- Participation in the development and improvement of existing and new products and features in close collaboration with the R&D team and major suppliers.
- Responsibility of the creation of product technical specification sheets, technical datasheets, labels and instructions in accordance with product standard requirements and LPA compliance and quality assurance process.
- Management of product information entry to our inventory database including coding, product descriptions and product warranties.
- Manage product purchase pricing strategy.
- Work closely with suppliers to maintain strong supplier partnerships.
- Address day to day product-related requests for the sales team.
- Responsibility of working together with the R&D team to ensure that product sector positioning is strategized and communicated correctly to support separate market sectors. E.g., Commercial and Retail markets.
- Support the sales team in creating opportunities, and quotes.
- Answer incoming calls and emails via website interactions and customer service enquiries sent to internal sales.
- Work closely with sales staff on quotes in NetSuite.
- Work with the sales team on alternate packages.
- Liaise with other departments on product-specific requirements for projects.
- Assist sales team in day-to-day operations to provide information to customers.

Experience Required:

- Technical know-how, strategic thinking and business understanding to be able to manage the technical specification of product assigned
- Understanding of wide product portfolios to drive technical solutions across the product/system/service line
- Proven experience in product management or sales in a global environment
- Experience presenting products in a simple, clear and passionate way
- Proven effectiveness with building trust and partnering with key business leaders to develop and execute the medium-term strategic plans
- Actively listening to the customers' needs
- Communicating actively as an expert
- Maintaining and accumulating information
- Managing ongoing relationships with consistent follow up.
- Ability to follow and understand global standards, market and customer requirements and their impact on a product portfolio

Competencies Required:

- Team working
- Good interpersonal skills
- Results orientation
- Innovation spirit
- Proactivity and leadership
- Drives vision and purpose
- Builds networks

If you are looking for a great opportunity to join a growing team and you are interested in hearing more about this role, please send your curriculum vitae via <https://lpalighting.com/careers>.