

## Specification Sales

- Create brand and product awareness for all manufacturers represented by Chesapeake Lighting
- Present, promote and provide selection assistance to our clients which include architects, electrical engineers, lighting designers, interior designers and landscape architects
- Collaborate / engage with Chesapeake outside distributor / contractor sales and quotations teams to close business opportunities
- Responsible for developing constructive and cooperative working relationships with clients, manufacturers, and Chesapeake employees and maintaining them over time
- Work with clients and manufacturers on challenges and concerns to final resolution
- Respond in a timely manner to client requests for information related to specifications, value engineering, alternate lighting packages
- Maintain profitability while meeting or exceeding sales quotas / goals

## Requirements

- **Education:** BS / BA degree preferred
- **Experience:** minimum of 3 years of lighting sales experience preferred, equal industry or sales experience will be considered
- Proficient in Microsoft office – Outlook, Word and Excel
- Excellent communication and interpersonal skills with the ability to present in a professional manner
- Willingness to continue career development through education and understanding of changing lighting technologies
- Client focused approach and ability to work in a fast-paced environment and growing business

Starting salary to commensurate with education and experience. We offer excellent training, career advancement opportunities, and a competitive compensation package which includes: holidays; vacation leave; personal/sick time; medical, dental and vision benefits; employee 401(k); company profit sharing and more.