



Los Angeles Lighting Mfg. Co.

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<http://www.lalighting.com>

Job Description: Outside Sales Representative (Orange and LA Counties)

OVERVIEW

LA Lighting, a Southern California lighting fixture manufacturer for 35 years, is looking for an enthusiastic person to join our company and learn about the commercial & industrial lighting business. This is a ground-floor sales position with opportunity for growth.

JOB SUMMARY

The Sales Representative is responsible for the overall relationship management of current customers and adding new customers, to meet sales goals and increase market share. This position will have geographic coverage but be tailored to specific targeted accounts for the best results utilizing company strengths.

ESSENTIAL FUNCTIONS

- Develop and implement monthly strategic plans for the achievement of sales targets within assigned territory/accounts.
- Sales to electrical contractors, specifiers, OEM'S, End Users, and electrical distributors
- Identify any issues or problems in the territory and collaborate with internal sources to resolve the issue through to satisfactory in a timely manner.
- Conduct field market research and provide well-thought-out new product ideas including target market, necessary listing, suggested price points, and anticipated sales forecast.
- Maintain existing accounts including working with internal departments to follow up on credit/collections issues and returns.
- Manage within approved expense, returns, and discount budgets.
- **Road warrior who will be out 4-5 days weekly servicing current accounts and prospecting new ones.**

POSITION QUALIFICATIONS

SKILLS AND ABILITIES

Competency Statement(s)

- Solid strategic planning and execution skills.
- Self-directed, ability to produce results independently.
- Proven ability to exercise good judgment and discretion.

Education

- Bachelor's Degree or the equivalent work-related experience in a business-related field.

Experience

- 5-7+ years of Lighting industry experience with a proven track record of success.

Computer Skills

- MS Suite: Word, Excel, and Outlook.

Pay Range - \$65,000 - \$85,000

LA Lighting provides equal employment opportunities to all employees and applicants for employment and prohibits discrimination and harassment of any type without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state, or local laws.