



SLS Group Specification Sales

Report to: Brian Poole

Summary (Purpose):

- Promote the manufacturers & products that SLS Group represents and the overall value of SLS Group at the specifier level.
- Provide a link between the design community, end-users, contractors and distributors by establishing and maintaining relationships within the electrical industry.
- Build and maintain relationships with specifiers - architects, interior designers, lighting designers, landscape architects and electrical engineers
- Offer lighting and control options, including alternatives and suggestions for retrofit and energy upgrades.

Key Responsibilities and Accountabilities:

- Establish relationships and introduce new products to specifiers
- Application suggestions and available options
- Assess competitive information, communicate and strategize market conditions
- Reaffirm the use of established products
- On-going education of specifiers (and their clients), on technology for fixtures & controls
- Establish regular call schedule with SLS customers

Training Requirements (including education and affiliations):

- Completion of Secondary School
- Post Secondary Education an asset
- IES or other lighting related courses an asset
- LC, LEED, RID, RAIC or other industry accreditations an asset

Required Skills/Experience:

- Lighting and design knowledge
- Layouts, ex AGI/CADD/Dialux design software
- Understanding of lighting controls
- Product and application awareness
- Adaptability and ability to learn new technology
- Excellent communication skills
- Professional manner and appearance
- Good organizational skills
- Excellent listening and negotiation skills
- Solid working knowledge of computers and Microsoft Outlook
- Previous sales and marketing experience
- Good time management
- A self-starter
- Excellent relationship building skills
- Excellent industry knowledge



SLS Group Industries Inc.
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604.874.2226 | www.sls-lighting.com

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Working Conditions:

- throughout Lower Mainland (must have valid driver's license)
- Travel for factory training-within Canada and the USA (must have current/valid passport and ability to travel into the USA)
- Carry heavy, bulky lighting samples and support materials
- Trade show support and participation
- Back-up support with SLS customers



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