

Interior, Kootenays & Northern BC Sales Representative Job Description

Job Information:

Job Title: Outside Sales Representative

Report to: Wayne Kello

Department: SLS - Professional Sales Group

Summary:

- SLS is dedicated to providing the lighting industry in B.C. with the highest quality and most innovative lighting & control products.
- SLS provides a link between the end-user, design community, contractors and distributors by establishing and maintaining relationships within the electrical industry.
- The professional sales team works to promote the products that SLS represents and the overall value of SLS for Contractors, Distributors and End-Users.
- Offering competitive and complete packages of SLS & control products in the BC construction market
- Offering lighting & control alternatives and suggestions for retrofit and energy upgrades within the B.C. market.

Position Requirements.

- Direct sales calls, with a specific focus on Specifiers, Electrical Distributors and Electrical Contractors. This may also include dual calls with manufacturer reps, SLS spec reps, and or, End-Users.
- Promoting all manufactures SLS represents:
 - SLS Fixture manufactures
 - SLS Control manufactures
 - SLS Life-Safety manufactures

Position Responsibilities

- Establish a routine sales call schedule with these Specifiers, Contractors and Distributors
- Maintaining relationships with new and existing customers via regular office visits, team building, and social engagement
- Identify relevant SLS products to promote with these customers
- Offer education and training to increase Lighting knowledge of SLS manufactures & products with these customers

- Coordinate any contractor driven lighting audits and ensure conformity with BCH Power Smart programs & incentives
- Become comfortable with design build applications
- Provide insight and updates on new competitor product additions and what contractors are trending to.
- Follow-up with SLS quotations provided to our Contractor Customers
- Use contractor follow up information and communication with the DSG to provide high level pricing feedback and spec insight
- Set attainable growth and or, product objectives
- Provide on-site support with contractors as needed
- Assess competitive information, communicate and strategize market conditions

Required:

- Excellent communication skills
- Professional manner and appearance
- Good organizational skills
- Excellent listening and negotiation skills
- Knowledge of the BC Lighting market & Distributor / Manufacturer support
- Solid working knowledge of computers and Microsoft Outlook
- Previous sales and marketing experience Industry Experience an Asset
- Punctual
- Excellent relationship building skills
- Excellent industry knowledge
- Solid product knowledge
- Adaptability
- Travel – Canada and outside of Canada for training or customer marketing programs

Working Conditions:

- Travelling throughout the Interior, Kootenays and Northern BC (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