



Los Angeles Lighting Mfg. Co.

10141 OLNEY STREET / EL MONTE, CA 91731

Tel: 626-454-8300 Fax: 626-454-8399

<http://www.lalighting.com>

Outside Sales Representative- Commercial/Industrial Lighting (Orange/LA Country)

JOB SUMMARY

The Sales Representative is responsible for building interpersonal relationships between LA Lighting and its customers. The geographic coverage area is LA and Orange Counties, with efforts targeted at specific accounts for the best results utilizing company strengths.

ESSENTIAL FUNCTIONS

- Implement strategic plans to achieve sales targets within assigned territory/accounts.
- Company and products are marketed to electrical contractors, specifiers, OEMs, End Users, and electrical distributors. Products are sold through electrical distributors.
- Identify issues in the territory and collaborate with LA Lighting staff to resolve the issues promptly to the customer's satisfaction.
- Conduct field market research and provide well-thought-out new product ideas, including target market, necessary listing, suggested price points, and anticipated sales forecast.
- **4-5 days weekly in the field servicing current accounts and prospecting new ones.**

POSITION QUALIFICATIONS.

Must provide DMV Driving Record Report

SKILLS & 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.
- Solid working knowledge of Industrial and Commercial lighting.

Education:

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

Experience:

- 5-7+ years of Lighting/Electrical Industry experience

Computer Skills:

- MS Suite: Word, Excel, and Outlook.

Pay Range: \$65,000.00 - \$85,000.00

We are an Equal Employment Opportunity Employer.