

## OPEN POSITION

COMPANY: LED CONNECTION, LLC

JOB TITLE: Lighting Sales Engineer

NUMBER OF POSITIONS: 1

JOB LOCATION: 4565 W. POST ROAD Las Vegas, NV 89118

### JOB DESCRIPTION:

- Serve as account lead for various clients in North and Central America, supporting customers in a technical sales role.
- Schedules, participates in and/or conducts project meetings with customers in North and Central America. Support customers in developing project scopes and solutions.
- Expert in lighting solutions, including lighting design, product design, specification development, pricing, and implementation/fulfillment.
- Accountable for the management of assigned projects including the development of scope, solutions and specification packages, execution of project installation, project costing and profitability, and customer satisfaction. Prepares all quotes and proposal generation.
- Activities, job costing, profitability, and vendor management. Work with sales and engineering teams to develop unique solutions for customers, including digital design of custom fixtures and supporting accessories.
- Provides technical expertise on projects and solutions packages. May interact with owners, owner representatives, architects, engineers, trade contractors, vendors, suppliers, and others who are associated with project-related activities.
- Responsible for lay out of project work and ensuring that materials, tools, equipment, and information are scheduled timely to meet scope and construction schedules.
- Responsible for reviewing project documents, plans and specifications, and directing installation in construction activities.
- Resolving installation difficulties; coordinating field installations and project closings; and developing and maintaining client relationships, all within project cost, time and quality standards and standard operating.
- Attends trade shows, seminars, and training sessions to keep informed of current trends in semi market and competitive products and activities. Makes recommendations concerning product line revisions, pricing changes, and sales policy changes.

### Minimum Requirements:

- BA/BS in Electrical Engineering or Architecture or Construction Management
- Two (2) years' experience in sales or as an account manager
- Two (2) years' experience in international sales in the lighting industry
- Two (2) years' experience with an LED lighting manufacturer with international sales reach
- One (1) year experience with CAD-based design software or relevant university coursework

Send cover letter and resume to: [mattd@ledconnection.com](mailto:mattd@ledconnection.com)