

Kim Lighting is the world's foremost designer and manufacturer of quality, high-performance outdoor architectural and landscape lighting products. These include roadway, pedestrian, low-level and building mounted solutions.

The **Inside Sales & Technical Support Manager** coordinates sales activities for Kim Lighting and serves as a technical support expert for both external and internal customers.

Responsibilities Include:

- Provide technical and specification support during the pre-bid, initial bid, and buy stages of significant project opportunities.
- Evaluate and coordinate custom project opportunities (Engineer To Order), balancing value to the business, customer satisfaction, and overall sales generation.
- Coordinate sales activities that provide brand focus and support to Hubbell's sales agency network in addition to regional support provided to the assigned Regional Sales Manager.
- Work directly with Hubbell's sales agency network, lighting designers, specifying engineers, architects, contractors and end users.
- Work closely with product management regarding new product launch and product retirement.
- Develop specifications in conjunction with and provide support to the assigned Regional Sales Manager.
- Coordinate with customer service, quotations, engineering and operations to provide world class service and support to our customers.
- Act as a factory/regional resource for training on products and services offered by Kim Lighting when needed.
- Monitor and manage projects in the brand Pipeline. Follow and seek to close substantial and imminent projects.
- Provide sales input at New Product Development and Excess & Obsolete meetings for the brand.

Qualifications Include:

- BS/BA in Sales, Marketing, Business Administration, Engineering, Construction Management, or other Industrial or Engineering Management disciplines preferred.
- Five (+) years of lighting experience or other industry experience directly related to these markets and channels of distribution is needed.
- Agent sales or specification sales experience is preferred.
- Comprehensive knowledge of sales and strong electrical based knowledge is needed, a background including HID, LED and other specialized lighting technologies and applications.
- Proficiency in Word, Excel, PowerPoint, and Lighting application software as needed.
- Excellent organizational and time management skills are required.
- Excellent oral and written communication skills.
- Must be a self-starter and highly motivated.

Hubbell Incorporated, its subsidiaries and affiliates, is an EO Employer AA: M/F/Veteran/Disability. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, disability, protected veteran status, or any other protected class.