



A R C H I T E C T U R A L L I G H T I N G S A L E S

Specification Sales Associate

Light Abilities is a rapidly growing Lighting Manufacturer's Representative firm based in NYC. We represent some of the best brands calling on some of the best clients in NYC.

Qualifications

- Four year college degree preferred in Design, Architecture, Lighting Design, or Engineering.
- Comfortable speaking to groups and discussing design.
- Lighting and product knowledge a plus.
- Relationships with the NYC Lighting Specification community a plus.
- Possess effective oral and written communication skills, and have excellent interpersonal skills.
- Good time management skills.

Personal attributes that should describe the candidate:

- Customer service minded
- Driven and goal oriented
- Analytical
- Well mannered, flexible and adaptable
- Punctual & reliable

Responsibilities

- Setting appointments with customers to make product presentations and lunch presentations.
- Development of project specifications based on the product lines we represent.
- Help customers evaluate their lighting needs.
- Be able to carry samples.
- Strengthen the relationship with Architects, Lighting Designers, and the Specification Community.
- Work with the inside sales team in order to develop business opportunities.

We offer a competitive salary, and benefits visit us on line at www.lightabilities.com

Qualified candidates should submit a resume, salary requirements, and cover letter, in confidence, to philip@lightabilities.com