

**Function** Lighting Specification Sales Manager  
**Department** Sales  
**Location** New York City, Chicago, & Los Angeles

### Job Description

Lumenpulse requires experienced **Lighting Specification Sales Managers** to join its growing teams in the New York City, LA, and Chicago areas. This is an exciting opportunity for sales professionals looking to advance their career with an entrepreneurial and dynamic organization. Reporting directly to the Regional Sales Manager, the Lighting Specification Sales Manager is responsible for promoting Lumenpulse products to the specification community and successfully executing the company's sales strategy to achieve sales goals and profit objectives in defined geographical territories within North America. This position requires the Lighting Specification Sales Manager reside in a major market within the assigned sales territory.

### Key Responsibilities

- Actively promote Lumenpulse products to the specification community including architects, lighting designers, interior designers, and other applicable persons within the designated sales territory
- Cultivate new relationships and develop/enhance existing relationships to increase Lumenpulse's brand awareness in the local market
- Make direct sales calls on a daily basis to promote LED products and technology
- Obtain lighting specifications through development of strong specifier relationships
- Ensure accurate distribution of information and materials to the specification community and follow up on all leads in order to maximize sales opportunities
- Evaluate and report sales activities within the territory
- Evaluate and report on competition activity within the territory
- Establish and maintain positive relationships with customers, suppliers and employees at all levels
- Manage special projects as requested by the Regional Sales Manager

### Education Required

- Bachelor's Degree or equivalent

### Qualifications & Skills Required

- Lighting industry experience preferred either working for a factory or Rep firm in Specification Sales
- Minimum of 2 years of sales experience in a related industry
- Strong organizational skills and ability to manage multiple tasks
- Results-oriented & self-motivated
- Possess strong communication and negotiation skills

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- Analytical
- Possess a capacity for innovation and creativity
- Demonstrate a sense of initiative and autonomy
- Embrace change
- Must combine strong interpersonal skills with drive and tenacity
- Available for frequent travel

Our company offers a competitive compensation and benefits package that includes medical, dental, and vision insurance coverage, long-term disability insurance, and a 401k plan.

Visit our website at [www.lumenpulse.com](http://www.lumenpulse.com)  
Interested applicants please email resumes to [wvansciver@lumenpulse.com](mailto:wvansciver@lumenpulse.com)