



californialightingsales

HIGH MAST & INFRASTRUCTRE LIGHTING SALES REPRESENTATIVE

California Lighting Sales (CLS) is a leading lighting & controls agency located in southern California since 1967. CLS provides construction and design professionals with lighting solutions for new commercial & industrial projects and renovations.

CLS seeks an experienced and results driven High Mast & Infrastructure Lighting Sales Representative to join our sales team in collaboration with BrightLight Systems an Alpharetta, GA based manufacturer of plasma high-mast lighting fixtures and controls.

The position is responsible for cultivating direct customer relationships and generating sales through targeted markets including but not limited to Ports of LA & Long Beach, rail and intermodal yards, transportation hubs, airports, detention facilities and military installations.

Position requirements

- Minimum 7 years outside lighting and capital equipment sales experience, specifically in the ports, cargo and marine facilities
- Bachelors Degree in Business Administration or related field of study
- Deep knowledge and understanding of general illumination concepts particularly as it applies to outdoor lighting applications, LC certification preferred
- Reside in the southern California area, this self-directed individual would work out of their home and spend the majority of their time in the field
- Ability to create life cycle cost analysis and possess strong presentation skills to discuss economic payback with senior managers, consultants and decision-makers in the markets we serve
- Possess superior organization skills and the ability to track multiple projects, contacts and leads across the markets we serve

CLS offers one of the industry's most competitive salary & commission packages along with excellent benefits including:

- Medical, Dental and Vision Insurance
- Short-term and long-term disability
- 100% Employer funded profit sharing plan
- 401(k) Saving Plan

CLS is an Equal Opportunity Employer. Qualified candidates are encouraged to forward their resume and other qualifications to admin@californialightingsales.com