



Since 1945, Keystone Technologies has been serving the lighting and electrical industry with competitive, quality-driven, energy-efficient lighting products. Based in Montgomeryville, Pennsylvania, Keystone Technologies reaches customers across North America with a distribution network and sales organization around the USA. To meet our expansion objectives, we are seeking a qualified **Specification Sales Professional** to initiate new business, promote next-generation products and service existing customers. This position will focus on generating demand for Keystone products by calling on **Energy Service Companies (ESCO's)**.

Requirements:

- Knowledge of lighting system technologies, including LED, fluorescent, controls, and power electronics.
- Highly motivated to seek and capture sales opportunities
- Exceptional communication and sales skills
- Desire to excel and grow in a fast paced environment
- Willingness to travel throughout the USA (about 30-50% of time expected on the road)
- US Citizenship

Responsibilities of this position include the following:

- Providing end-user customers an exceptional level of service, consistent with Keystone's outstanding reputation in the industry
- Creating pull-through demand for Keystone's products and working with appropriate distribution channels to deliver material to ESCO accounts
- Prospecting for new ESCO accounts through cold and warm leads
- Managing all service aspects of the account, providing a single point of contact for the customer
- Collaborating with product development team to identify technology trends and new product opportunities
- Develop marketing programs with marketing team to selectively target your specific customers

This opportunity is at our Montgomeryville, PA headquarters. Keystone is an Equal Opportunity Employer offering attractive benefits including 401K, health insurance, and an excellent work environment. Please send your resume, cover letter, and compensation requirements to [hr@keystoneballast.com](mailto:hr@keystoneballast.com), with reference # 7LTJ in the subject.

Keystone's core values that drive the company's success are:

1. We are a customer service obsessed company.
2. We bring a positive, can-do attitude to all of our efforts.
3. We are a company that is easy to do business with in every aspect.
4. We treat all associates, both internal and external, with respect and professionalism.
5. We operate with efficiency and continue to find better methods for conducting business.