

A Leading Light

Lumenpulse is a leading manufacturer of LED lighting solutions for commercial, institutional and architectural applications. Founded in 2006, the company has earned many awards and recognitions, including several Product Innovation Awards (PIA), three Next Generation Luminaires Design Awards, a Red Dot Product Design Award and a Lightfair Innovation Award.

Lumenpulse has more than 400 employees worldwide, with Corporate Headquarters in Montreal, Canada, a US Headquarters and Global Technology Development Center in Boston, Massachusetts, and offices in Paris, France and London and Manchester, UK. The company is listed on the Toronto Stock Exchange under the symbol LMP.

Spotlight on Your New Challenge

Lumenpulse requires an experienced **Lighting Specification Sales Manager** to join its growing team in Toronto. This is an exciting opportunity for a sales professional who is looking to advance his or her career with an entrepreneurial and dynamic organization. Reporting directly to the Director of Sales Canada, 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 Specification Sales Manager to reside within a major market within the Toronto area.

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 by conducting 3-4 sales call per day, when applicable
- Cultivate new relationships and develop/enhance existing relationships to increase Lumenpulse's brand awareness in the local market
- Work locally with Lumenpulse's Toronto-based manufacturer's representative to deliver the best customer experience possible
- Organize and participate in project mock-ups in the designated territory
- Manage and update the sales pipeline and review the Agent Performance Report on a weekly basis
- Evaluate and report on competition activity within the territory
- Ensure accurate distribution of information and materials to the specification community and follow up on all leads in order to maximize sales opportunities
- Establish and maintain positive relationships with customers, suppliers and employees at all levels

Your Profile Highlighted

Education & Experience Required

- Bachelor's Degree or equivalent preferred

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

See Yourself in a New Light!

There's never been a better time to join the Lumenpulse Montreal team! As a growing leader in the LED lighting industry, we're looking for dynamic, ambitious individuals, who are not afraid to think outside the box or contribute to a fast-paced, collaborative environment. Lumenpulse offers competitive compensation and benefits packages, with full health, dental, vision and long-term disability insurance, and flexible hours. Mentoring and on-the-job training is also offered for successful applicants.

Visit our website at www.lumenpulse.com

Interested applicants please email resumes to vvansciver@lumenpulse.com