

Job Title **District Lighting Specialist**

#### Company Overview

WESCO International, Inc. (NYSE: WCC), a publicly traded Fortune 500 holding company headquartered in Pittsburgh, Pennsylvania, is a leading provider of electrical, industrial, and communications maintenance, repair and operating (MRO) and original equipment manufacturers (OEM) product, construction materials, and advanced supply chain management and logistic services. 2013 annual sales were approximately \$7.5 billion. The company employs approximately 9,200 people, maintains relationships with over 18,000 suppliers, and serves over 65,000 active customers worldwide. Customers include commercial and industrial businesses, contractors, government agencies, institutions, telecommunications providers and utilities. WESCO operates nine fully automated distribution centers and approximately 475 full-service branches in North America and international markets, providing a local presence for customers and a global network to serve multi-location businesses and multi-national corporations.

#### Brief Posting Description

The District Lighting Specialist provides leadership in the End-User and ESCO lighting markets by developing/executing a lighting business plan, providing technical support to the sales team, and having an active selling role with key ESCO customers.

#### Detailed Description

##### Lighting Leadership

- Development, Implementation and Execution of the WESCO Lighting Strategy at the district level in conjunction with Region Leadership.
- Develop overall ESCO Strategy in concert with Regional, National Lighting Managers and District Sales Managers.
- Facilitate WESCO market segment collaboration (ie: Global accounts, Utility, Government, CSC, Turn-key Partners).
- Work with operations to ensure we over service the customers by defining critical customer needs (time to quote, delivery time, accurate and timely information and accurate pricing) and develop plans to meet expectations and measure the results.
- Foster relationships with Preferred Suppliers and the existing WESCO sales force to influence Open Construction, Turnkey/Renovation, Commercial, and Industrial segment opportunities.
- Stock support – drive consolidation of lines (weighted heavily toward key suppliers), provide expertise on replacement items, manage product changes – providing recommendations on replacement lamps and ballasts ensuring that the product meets the customer needs.

##### ESCO Sales Leader – Primary Role

- Manages key ESCO accounts in New England, responsible for driving profitable sales growth.
- Rebate program expert – understand programs and how to position WESCO to take full advantage
- Develop relationships with Utility and/or energy program partners. Participate in meetings to drive direction by influencing programs (Efficiency of Maine, NStar, NGRID, PSNH, Mass Saves, etc.)
- Drive value added solutions with key suppliers, working collaboratively with both ESCOs and Utilities.

##### Sales Overlay - Support Sales team

- Work in close collaboration with District management in the development of sales planning, customer targets and growth opportunities.

- Pricing – manage New England SPAs, working collaboratively with the Purchasing team. Define sell side levels with Pricing Manager.
- Prepare lighting designs for customers and recommend lighting and controls solutions.
- Customer visits – developing end user relationships with product expertise
- Work with operations to ensure we over service the customers from an operations perspective, define critical customer needs (time to quote, delivery time, accurate and timely information and accurate pricing)
- Incorporate WESCO marketing and business development tools in actively growing the customer's business.

#### Job Requirements

- Thorough knowledge of sales, marketing, and processes in area of specialty
- Strong interpersonal and organizational skills
- Strong written and verbal communication and presentation skills
- Ability to exercise good judgment
- Ability to clearly present complex data to non-technical staff
- Ability to work well with management and evaluate customers' needs
- Strong computer skills, including Microsoft Office

#### **EXPERIENCE**

- Progressively responsible sales, marketing, and/or field experience required

#### Additional Details

At WESCO, we offer a competitive compensation and benefits package including medical, dental, vision, life, AD&D, vacation, 401k, tuition reimbursement, STD/LTD, Legal assistance, long term care and more.

WESCO International, Inc., including its subsidiaries and affiliates (“WESCO”) is an Equal Opportunity and Affirmative Action Employer. It is the policy of WESCO to not discriminate against any job applicant or employee based on age, race, religion, color, handicap, sex, physical condition, disability, sexual orientation, national origin or protected veteran status or any other protected status. This policy includes but is not limited to the following: recruitment and employment, promotion, demotion, transfer, compensation, selection for training including apprenticeship, layoff, or termination.

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