



Job Description – Outside Sales - Lighting

Responsible for driving lighting and controls sales growth for assigned accounts and territories on an annual basis. Also responsible for developing and managing manufacturer relationships on all lines. Other responsibilities include providing product training and calling on distributors and contractors.

Assigned Tasks

- Interact and respond to all customer inquiries through in-person and digital platforms, as well as phone calls.
- Respond to and execute quotations for assigned customers and product lines.
- Support sales activities of all manufacturers in the territory at distributors, contractors
- Expedite any orders requested by customers.
- Create stocking packages and counter displays for distributors as needed.
- Conduct continuous product training at distribution.
- Make joint sales calls with manufacturers at distributors and contractors to support sales activity for all product lines.

Required Skills and Personal Attributes

- Builds and sustains both internal and external relationships – friendly and responsive.
- Acts with integrity – inspires trust and open communication.
- Demonstrates a professional image and demeanor.
- Takes initiative and is accountable for actions and results – committed to excellence.
- Possesses a sense of urgency.
- Strong verbal communication skills.
- Good problem-solving and time management skills.
- Strong attention to detail and accuracy.
- Persists in the face of difficulties.
- High-stress tolerance.
- Experience in the lighting market is preferred

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