



Lighting Specification Sales Representative

We are looking for an energetic, self-motivated specification salesperson that can develop, maintain and grow relationships with local specifiers (architects, engineers, and lighting designers) promoting lighting systems. Drive partnered project opportunities with accountability, expertise, and integrity.

Ideal candidate will have experience in:

- Applying product solutions to lighting applications
- Account management
- Strategic planning
- Evaluating and communicating market conditions
- Train on lighting and controls related solutions
- Market both product and service solutions
- Sales
- Communication
- Project management

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 industry is preferred

FRM – Charlotte

1133 Pressley Rd.
Charlotte, NC 28217
704.527.5110

FRM – Norcross

1458 Beaver Ruin Rd.
Norcross, GA 30093
770.923.3520

FRM - Tampa

3214 Queen Palm Dr.
Tampa, FL 33619
813.623.2681