

# WANTED: LIGHTING SALES MANAGER

Advance International has a fantastic opportunity to join as a Lighting Sales Manager.

After 20 years' supplying innovative and bespoke lighting solutions in the Retail, Point of Sale, Refrigeration and Transportation sectors, Advance is looking to bolster our dynamic sales force as we develop our portfolio of products and expand our customer base.

A good understanding of lighting is essential with a dynamic, confident approach to business.

The right candidate will require a proven track record selling lighting solutions into a wide market sector.

## The role

- Take ownership of the customer database
- Develop and plan the growth of new and existing accounts
- Present and offer new and updated products
- Provide clients with return on investment packages
- Present technical advice and information to the customer
- Manage and develop a pipeline
- Report directly to the General Manager
- Ability to work under pressure and to hit deadlines and targets

## Roles and responsibilities

- Good business sense with an ability to maximise opportunities
- A focused approach to gaining sales
- Experience of lighting design and site surveys
- A good knowledge of LED and the latest technologies
- A dynamic approach to business and opportunities
- Working with end clients, contractors, consultants etc
- Competent IT skills in Word, Excel, PowerPoint
- A team player, comfortable working within a small team

## The important stuff

**Job Title:** Lighting Sales Manager

**Reporting to:** General Manager

**Benefits package:** Excellent remuneration package for the right candidate plus company health insurance (subject to successful completion of the probationary period) and other benefits

## Interested and want to apply?

If you would like further information, please call Amanda Bushell, Human Resources on 01332 865777.

To apply please email [careers@adv.uk.com](mailto:careers@adv.uk.com) with your CV and cover letter explaining why you are ideal for this role.

