

# 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.

The right candidate will require a proven track record selling lighting solutions into a wide market sector, with a dynamic confident approach to business.

## 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
- A good knowledge of LED and the latest technologies
- 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 including car, mobile phone, pension and company health insurance (subject to successful completion of the probationary period) and other benefits

## Interested and want to apply?

If you are interested in applying for this role or would like further information, please call 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.

