

Outside Sales Representative

LED Smart Inc is a leading global LED lighting manufacturer located in Surrey, BC with over 26 years of business success. We are looking to add a Outside Sales Representative to our growing business development team.

We offer a competitive salary along with a generous commission package and great opportunities for advancement.

Job Description

We are searching for high-energy Outside Sales Representative who can recognize opportunities and turn leads into long-lasting partnerships.

With their extensive product knowledge and understanding of industry trends, the Outside Sales Representative will communicate directly with clients and prospects, understand their individual needs, and recommend products or services that maximize value.

The Outside Sales Representative may also assist in developing sales strategies and establishing quotas. You should be an adaptable and a fearless lead producer with strong selling skills.

The successful Outside Sales Representative will be a skilled communicator and presenter who can find the best fit between client and product. The ideal candidate will be organized, passionate about client relations, and focused on enhancing the buyer experience.

Responsibilities:

- Providing support for clients by learning about and satisfying their needs
- Making lead calls and reaching out to prospects
- Following up with prospects several times throughout the sales cycle to ensure needs are being met
- Presenting and demonstrating the value of products and services to prospective buyers in person and over the phone
- Compiling and analyzing data to find trends
- Providing quotes and generating profitable contracts
- Oversee the sales process from start to finish
- Develop sales strategies and help with setting quotas
- Staying current on company offerings and industry trends
- Maintaining a database of contact information using our CRM software

- Building long-lasting, mutually beneficial relationships with external contacts and internal departments to create a better customer experience
- Handling sales negotiations

Requirements:

- Knowledge of LED lighting and Horticulture would be a strong asset
- Electronical background is preferred
- 2+ years of sales experience preferably in Lighting, Construction, Horticulture or Transportation
- Knowledge and understanding of company offerings and industry trends
- Self motivated and a willingness to explore new markets
- High level of customer service skills
- The drive and energy to manage multiple accounts while looking for new opportunities
- Excellent verbal and written communication skills
- Ability to understand client needs and handle the negotiation process
- Strong time management skills
- Computer skills, especially MS Office
- Knowledge of LED lighting and Horticulture would be a strong asset
- Electronical background is preferred

Benefits:

- Vision care
- Dental care
- Life insurance

Job Types: Full-time, Permanent

Salary: \$60,000/year + **Commission**