

position description **LIGHTING DESIGNER**

REPORTS to Franchise Owner

SUMMARY Designing, demonstrating and selling low voltage lighting systems primarily during the evening hours. All sales leads are pre-qualified before a sales appointment is set. The expectations for closing rates are 65%-75%.

REQUIREMENTS & RESPONSIBILITIES

OTHER DUTIES MAY BE ASSIGNED TO MEET BUSINESS NEEDS

- Conducting on site lighting demonstrations at the customers residence that take roughly 90 minutes each.
- Understanding and recognizing the value in the product and process that you are selling to the homeowner.
- Sitting down with the customer in their home to discuss our sales process; providing an overview of the company, re-qualifying the customer's needs and investment range, and setting up lighting design with a demonstration kit.
- Preparing a proposal for the design demonstrated and closing the sale.
- Re-visiting the customer within 3 days of install to perform a night time adjustment to ensure they're satisfied or to recommend additional lighting.
- Ability to conduct night time demonstrations at least 2-3 nights per week, including Fridays if necessary.
- Having a driver license with clean driving record (no moving violations or accidents in the last three years).
- Owning a neat and clean vehicle that can be used for sales calls and to carry a demonstration kit (must accommodate at least 2-4 large storage bins).

ESSENTIAL SKILLS & EXPERIENCE

- Well spoken
- Good listener
- Comfortable speaking with all levels of clientele
- Ability to follow our sales process
- Some sales experience is helpful
- Proven closing ability
- Asking for the sale
- Communicate effectively with team
- Attention to detail
- Creative thinker
- Some computer skills
- Ability to do some heavy lifting

Outdoor Lighting Perspectives is an equal opportunity employer and supports a drug free workplace.