

Project Sales Engineer – LED Lighting

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Company: Mitchell Maguire

Location: Basingstoke

Category: sales-and-related

Project Sales Engineer – LED Lighting

Job Title: Project Sales Engineer – LED Lighting

Industry Sector: LED Lighting, Electrical Contractors, Electricians, Electrical Wholesale, Education, Emergency Services, Healthcare, Industrial, Warehousing, Office, Residential, Retail & Leisure and Sports

Area to be covered: Dorset, Hants, Surrey, Sussex, Kent and parts of Berks

Remuneration: £45,000-£50,000 Neg. + up to £5,000 Year One

Benefits: Hybrid car option after probation period & benefits

The role of the Trade Account Manager – LED Lighting will involve:

* Field sales position selling a manufactured and distributed range of LED lighting including; downlights, versatile battens, canopy, exterior wall, ground lights, hazardous, floodlights, emergency, weatherproofing and accessories etc.

* 75% of your time stimulating demand with electrical contractors and electricians

- * Lighting project based sales from £5,000-£500,000
- * 25% back-selling through established CEF electrical wholesale dealer network
- * Typical projects include; education, emergency services, healthcare, industrial, warehousing, office, residential, retail & leisure, sports etc.
- * Survey site installations where necessary
- * Ensure tenders, quotes and technical submittals are accurate and progressed
- * Support for CEF branches on lighting project enquiries
- * Identify opportunities by working with CEF branch network

The ideal applicant will be a Trade Account Manager – LED Lighting with:

- * Electrical field sales background, lighting preferred
- * Must have sold into electrical contractors/ electricians
- * Experience of managing small to large lighting projects through survey, design, tender and sales stages
- * Strong technical capability
- * Ideally with local electrical contractor knowledge on patch
- * Good knowledge of CEF advantageous
- * Familiar with CRM, Microsoft 365 software

* Full driving licence

The Company

* Est. 50 years+

* £50m turnover

* Owned by a larger group

Mitchell Maguire is a specialist Construction Field Sales Recruitment Consultancy, dealing exclusively with Construction Field Sales Jobs, Construction field sales vacancies and Specification field sales positions within: LED Lighting, Electrical Wholesale, Electrical Contractors and Electricians, Downlights, Battens, Floodlights, Emergency Lighting, Light Energy Surveys, Luminaire Stock

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