



LANDMARK STAFFING

Position: Residential Sales Associate

Location: Grand Junction, CO

Type: Full Time or Part Time

Wage: \$18.00/ hour

This position is responsible for selling and promoting lighting in the residential and electrical industry including, but not limited to, architects, contractors, designers, engineers, end users and others at their business and industrial establishments or individuals at sales office, store, showroom, or customer's place of business by performing and following duties.

Essential Duties and Responsibilities: other duties as assigned...

- **Sales, service and support the lighting manufacturer's we represent.**
- **Development of new clients and market opportunities within the markets we serve.**
- **Communicate product needs and market trends to our clients**
- **Review and understand all applicable energy codes, their application and effect on product offerings.**
- **Display or demonstrate product, using samples or catalogs, and emphasize sellable features.**
- **Travels throughout assigned territory to call on regular and prospective customers to solicit orders/specifications, or talk with customers by phone/email.**
- **Compiles lists of prospective customers for use in sales planning and by developing and maintaining relationships**

Job Duties:

- **Plans daily, weekly, monthly and yearly sales calls, goals and budgets.**
- **Assists with budget pricing and estimated lead times when necessary.**
- **Works with inside staff to keep account activities up to date.**
- **Assist, investigate and resolve customer problems with product and or deliveries.**
- **Attends trade shows, manufacturing events, factory events and counter days as requested/required.**
- **Responsible for staying current on all industry norms and trends on all lighting construction, control, energy, electrical, and lighting safety codes.**
- **Responsible for the delivery and return of all sales materials and samples.**
- **Responsible for the sales calls with represented call sheets.**
- **Understands competitive products and policy.**
- **Understands the needs of their customer base, consultant, contractor, engineer, end user, etc.**
- **Maintains punctual, regular and predictable attendance.**
- **Works collaboratively in a team environment with a spirit of cooperation.**
- **Displays excellent communication skills including presentation, persuasion, and negotiation skills required in working with customers and coworkers and including**



LANDMARK STAFFING

the ability to communicate effectively and remain calm and courteous under pressure.

- **Respectfully takes direction from the manager.**