



**Milwaukee**  
 16350 W. Glendale Drive  
 New Berlin, WI 53151  
**Office:** 262-785-0144  
**Fax:** 262-785-0155

**Madison**  
 17 Applegate Ct. Suite 202  
 Madison, WI 53713  
**Office:** 608-661-3777  
**Fax:** 608-661-3779

**Green Bay**  
 2071 Lawrence Drive, Suite D  
 De Pere, WI 54115  
**Office:** 920-338-9010  
**Fax:** 920-338-9015

# Distributor & Contractor Sales Specialist

Location: Fox Valley

Req. DCS-MAD-43158

**If you are looking for a career not a job, and want to be part of a dynamic, growing organization, we invite you to explore the following opportunity!**

**Wisconsin’s premier lighting agency is seeking an ambitious and influential sales candidate who is eager to promote and sell lighting solutions to our valued Electrical Wholesalers and Electrical Contractors.**

As part of the Sales team, the Distributor and Contractor Sales Specialist is responsible for developing new prospects and fostering long term partnerships with existing contractors and distributors. In this role, you will demonstrate products and promote sustainable and innovative lighting solutions, answer technical questions, and recommend solutions to grow potential sales opportunities. You will be part of a team as you apply your project management skills to drive your own projects to completion.

**As a Distributor and Contractor Sales Specialist, your responsibilities include:**

- Professionally present and promote appropriate lighting and controls solutions to customers.
- Positive and strategic engagement with coworkers, manufacturers, and customers to “win the business”.
- Perform takeoffs from PDF, DWG and hardcopy lighting plans.
- Assist with job site related issues and troubleshooting as required.
- Travel throughout designated territory and vendor locations.

**Qualifications:**

- Requires education generally equivalent to a bachelor's degree and a minimum of 5 to 7 years of related lighting industry sales experience; or a combination of education and experience. Leadership and prior management experience is desirable.
- Strong closing skills are essential.
- Strong understanding of commercial and industrial lighting/controls solutions and photometry and application layouts.
- Ability to read and understand blueprints.
- Requires a working knowledge of Microsoft Office Suite applications; working knowledge of AutoCAD and Visual Experience a plus.
- Requires a valid driver’s license and a reliable automobile. Proof of insurance required.

**Along with a competitive compensation package, at Elan Lighting, Inc. you will find:**

*Healthy work/life balance*

*Full benefit package*

*Incentive Based Bonus Plan*

*Auto Allowance*

*401K and Profit Sharing*

*Paid Time Off*

*Dynamic and Professional Atmosphere*

*Paid Holidays including your Birthday*

*Collaborative Team Environment*

*Culture that fosters respect and integrity in all business dealings!*

Forward your resume in strictest confidence to: [humanresources@elanlighting.com](mailto:humanresources@elanlighting.com)

*Elan Lighting, Inc. is an Equal Opportunity Employer*

