



Providing Intelligent Lighting & Controls Solutions

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Specification Sales

Summary

The Specification Sales position is responsible for developing relationships with architects, engineers, design-build contractors, project-focused distributor salesmen and end users (owners) to specify and write orders for projects that utilize a strong technology-driven portfolio of lighting, controls and energy-saving systems product.

Primary Job Functions

- Promote a best-in-class technology portfolio to architects, engineers, contractors, distributors and end users (owners)
- Demonstrate expertise in our products and our industry
- Meet and consult with customers to assist in the education and specification of lighting and controls products as package solutions that meet design intent for any given project
- Manage an active pipeline of customers and projects in a centralized database system as a means to closing and writing orders and meeting individual and agency goals for overall sales volume and manufacturer targets (quarterly and annually)
- Strategize with Quotations team on projects during bids and re-bids
- Conduct routine sales calls to all assigned customers
- Respond to customers' needs in a timely manner
- Perform other duties as assigned

Essential Skills

- Written and oral communication
- Proactive vs. reactive balance
- Flexible and adaptable
- Organization and task methodology
- Listening skills
- Strategic thinking and creativity
- Hard-driving work ethic
- Relentless persistence
- Influential
- Team player
- Sense of urgency
- Results-oriented

Education and Experience

- 4- year degree preferred; not required
- Thorough knowledge of lighting industry and technology products
- Sales experience preferred
- Computer literacy and proficiency in word processing, spreadsheet and presentation software

**Please submit all resumes to hr@rippleassociates.com*