



LIGHTING SCIENCE

Job Description

JOB TITLE:	Commercial Sales Analyst
DEPARTMENT:	Sales
DATE PREPARED/UPDATED:	October 13, 2016

Lighting Science is a technology company focused on science-based lighting solutions. Drawing from its NASA roots, the company has a long track record of commercializing next-generation LED lighting products targeted at the infrastructure, commercial, and residential markets. Its unique understanding of solid state lighting enables the company to capture the essence of light through minimalist designs that incorporate advanced feature sets. The materials and energy efficiencies achieved through this approach drive the competitive costing and, ultimately, successful products. Lighting Science's unique understanding of the biological impact of light and core intellectual property enables the company to bring unique products to market that improve the health & wellness of humans, plants, and animals.

PURPOSE

Drive sales of LED lighting solutions to commercial distributors and end-customers

OFFICIAL RELATIONSHIPS

Reports to: EVP Business Development

Direct Reports: N/A

Department/s Interacts with : Business Development, Marketing

DUTIES & RESPONSIBILITIES

- Engage with LED lighting distributors, facilities managers, and other business executives
- Develop product and industry expertise to become a trusted advisor to customers
- Build deep relationships with distributors and a pipeline of LED lighting sales opportunities
- Refine sales tactics to improve opportunity conversion rates
- Lead discussions with customers to inform new product specs, pricing, and positioning
- Successfully execute new product launches
- Create excitement around Lighting Science's unique LED lighting product line
- Track & report on weekly business development activities
- Complete product spreadsheets and assist in new vendor and SKU setup
- Collaborate with the sales and marketing team to develop sales tools
- Any other sales-related task assigned by EVP Business Development

OPERATIONAL DETAILS

Location of Operation

- West Warwick, RI

COMPETENCIES

General

- Results-driven with a sense of urgency and strong follow-up skills
- Creative, social, strong judgement
- Highly detailed oriented
- Ability to quickly grasp complex technical concepts
- Self-starter; ability to work with little direction and within a team environment where the performance of others affects success

JOB REQUIREMENTS / HIRING PROFILE

Qualifications

- Bachelor's or Master's degree in engineering, business, math, economics, science, English, or other related discipline

Work Experience

- Entry-level position, some sales experience preferred
- Business development training will be provided

Skills

- Excellent verbal and written communication skills
- Thorough experience with Microsoft Office (Word, Excel, PowerPoint etc.)

Attitude

- Completely committed to vision, values, and mission of Lighting Science
- Passionate
- Energetic
- Persistent
- Positive mindset
- Highly-engaged

REMARKS

This is not an exhaustive list of responsibilities. Job Descriptions are dynamic and change depending on the organizational requirements.