

# Inside/Outside Sales Associate – Lighting

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## Job Description

**Connecticut Lighting Centers, with locations in Hartford and Southington, are the premier lighting showrooms in the northeast, serving both the residential and light commercial markets. We are a medium-sized, family-owned business in operation for over 40 years. We have three showrooms in Connecticut including Restoration Lighting Gallery.**

At Connecticut Lighting Centers we are expanding our team! We are looking for sales professionals with outstanding customer service skills to grow with us.

### **As an Inside/Outside Sales Associate, you will:**

- Work with customers both in the field and in the showroom
- Make in-person sales calls to customers and job sites to evaluate needs, provide product knowledge and guidance and develop plan designs and packages
- Meet with customers and homeowners in the showroom to show/demonstrate product and place orders
- Provide job quotes and convert to orders
- Build relationships and expand sales with existing customers by providing exceptional customer service through the full life cycle of the order process
- Develop new customers
- Work with retail customers in the showroom as business traffic demands
- Work with other sales associates and departments throughout the process
- Attend professional and association meetings
- Attend onsite and offsite product training

### **QUALIFICATIONS:**

- Must be a career minded, team player with a strong work ethic
- Must have a positive, customer-service driven outlook
- Must be able to effectively deal with customers in a fast-paced environment and provide excellent customer-service
- Retail &/or related product experience preferred; lighting experience a plus
- Outside sales experience preferred
- Ability to read blue prints
- Able to work a flexible schedule including at least some evenings and one weekend day
- Moderate computer skills.
- Must be able to stand, walk, reach, stoop and bend for long periods of time
- Must have a valid CT Drivers License in good standing

### **Connecticut Lighting Centers offers a competitive wage and benefits package for all full-time employees:**

- Company sponsored health care benefits, including dental
- Short-term and Long-term disability, life insurance
- Supplemental insurance available
- Paid Time Off
- 401(k) with company match and profit sharing

## Industry

- Retail

- Building Materials

**Connecticut Lighting Centers is THE source for Lighting, Fans, Decorative Hardware & Home Accents.**