



Lighting - Outside Sales Representative

Zuli Lighting - Seattle, WA

Salary (D.O.E.) + Commission + Bonus

Employment Type: Full Time

Zuli Lighting is a high energy, full-service lighting agency proudly representing the industry's top commercial, architectural, and decorative manufacturers. We provide optimal lighting solutions while building lasting relationships with our customers in the distribution and design fields. Our company has a contemporary, driven culture and we are looking for a dynamic new team member.

Outside Sales Agent Position

The ideal candidate is a self-motivated professional who is outgoing, detail oriented and a team player. Your core role is to supply comprehensive coverage and service to local distribution and design professionals through on-site sales, product presentation, relationship management, and specification assistance. Your ability to leverage relationships and business strengths across all segments of the lighting industry and convey our "One Agency Solution" message to customers is key. The position requires star level salesmanship with a long term commitment to growing yourself as well as the Zuli brand.

Basic Requirements for the job include -

- History of proven outside sales experience in the lighting, electrical or builder industry
- Possess strong verbal and social skills with the ability to interact face to face with top industry professionals
- Have a talent for thinking on your feet and problem solving
- Must possess some knowledge of the lighting industry in this region
- Be self-motivated and self-reliant with excellent time management skills
- Have exceptional documentation and communication skills
- Be comfortable operating in Outlook, Word and Excel
- Have a reliable automobile that can accommodate sizable fixture samples, literature and accompanying factory representatives
- Currently reside in the Seattle Metro area

The Zuli culture is all about taking care of our customers, our manufacturers and each other while building on each other's successes. If you've got the desire to be part of a strong growing team and are interested in starting a career, not just another job, we want to hear from you. Please send us your resume to the email below.

Contact:

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