



**JOB TITLE:** Sales Engineer  
**REPORTS TO:** Sales Manager  
**FLSA STATUS:** Exempt

**JOB LOCATION:** Southeast Region (Remote)  
**POSITION TYPE:** Full-Time

## **JOB PURPOSE:**

The Sales Engineer (SE) position is a strategic sales opportunity that requires a highly active sales model, exceptional phone and presentation skills and problem solving abilities. You will need to use self-motivation, creativity and intuition on a daily basis to create innovative solutions. You will be expected to close the sale by providing expertise and value and demonstrate why customers buy from Environmental Lights. You will create your own quotes with the knowledge of the Environmental Lights product line and the needs of the specific opportunity. You will also provide exceptional customer service and post-sale technical support to maintain and strengthen our excellent reputation within the Scenic & Film Production industry.

## **JOB DUTIES & RESPONSIBILITIES:**

- At a minimum, meet yearly quota. Goal is to exceed quota.
- Be accountable in formulating and meeting yearly quota targets.
- 50%+ travel, focusing on top accounts and new logos.
- Master the 4 Pillars of Sales as it pertains to Environmental Lights, including:
  - Business Development
  - Account Management
  - Know Your Stuff
  - Know the Process
- Create a specific plan of how to build and grow book of business within vertical market (industry of focus).
- Build your book of business with a high activity sales model. These activities include outbound marketing calls, emails, client visits, participation in industry specific networking events, responding to leads in a timely manner, and utilizing your Market Map to manage and target new account.
- Develop a level of expertise in your vertical market to understand who the decision makers are within your accounts.
- Stay on top of industry trends to identify potential opportunities for Vertical Market growth.
- Know basic lighting and electrical engineering principles and be able to explain them in a convincing and friendly manner.
- Become expert at the products and solutions offered by Environmental Lights.
- Work closely with internal departments including the Engineering teams, Operations and Project Management in selling and delivering our solutions.
- Create Bills of Materials and Quotes for customer's lighting packages, many which are needed same-day
- Use Salesforce.com and the SalesHub to the fullest extent possible and as described and required by Sales Management.
- Be prepared for weekly forecast discussions.
- Manage and complete monthly expense report.
- Interpret and sketch layouts showing length and placement of lighting, drivers and controls.
- Study and complete company training program with alacrity.

**QUALIFICATIONS & SKILLS:**

- Bachelor's degree with a preferred 3.2 GPA or higher
- 4+ years of successful sales experience and training with a strong track record of sales accomplishments.
- Relevant experience in the Film Production & Entertainment industry preferred.
- Experience with prospect account identification and lead generation.
- Self-starter with a positive attitude.
- Proficient in Microsoft Office Suite (Outlook, Excel, Word and PowerPoint).

**PHYSICAL REQUIREMENTS:**

- Sitting for extended periods of time throughout employee's shift.
- Typing and computer usage throughout entire shift.

We are an Equal Opportunity Employer dedicated to a diverse work force and drug free workplace.