



CAREER OPPORTUNITY | SALES REPRESENTATIVE

OUTSIDE SALES REPRESENTATIVE

Great technical sales opportunity for self-motivated and aggressive individuals. We will provide training for you to become a product expert, but you need to bring the drive and passion to be outstanding at what you do every day.

We are a manufacturer's representative that is seeking sales professionals to help us expand our market presence in the Metropolitan Detroit sales territory. You will be tasked with developing/managing a customer base that is looking for product experts and professional salespeople to help them design, bid and install our products. This is **NOT** a call center or telemarketing position. You will be tasked to be in the field with customers as much as possible.

A customer list with as much contact information (**and in some cases we can provide introductions**) will be provided and we also expect that you will proactively seek out new customers and opportunities.

ABOUT US:

We are a professional sales organization that represents nearly one hundred lighting and controls manufacturers. Our target market is new construction and renovation projects in Metro Detroit as well as MRO business with our channel partners.

We offer:

- A competitive starting salary
- Opportunity for bonus and profit sharing based on company performance.
- BCBS Medical plan at no cost to our employees.
- Mileage reimbursement for use of your automobile and an expense allowance to entertain and develop your customer base.
- Many other fringe benefits and perks to working with us.

We are looking for:

- Self-motivated individuals who demand the most from themselves.
- No experience in sales is required, but you should be seeking a career in sales. Being a sales professional is not a hobby or stop gap job.
- You must have a valid driver's license with no restrictions. Driving will be a big part of what you do every day.
- Experience in competitive team sports or previous work in a team environment is preferred. Win as a team, lose as a team.
- College degree required.

If you are interested in joining a great team with an opportunity to work in a developed and growing business sector, please include a brief summary of why you feel you would fit well with us.

email to: Mmeteer@clarus-lighting.com

