



The grocery is the hub of every community. We make it beautiful.

JLH Lighting is expanding our small firm. We are seeking Key Account Salespeople in the East and West with proven ability selling into the Grocery and C-Store market and who will aggressively expand our account base. Reporting directly to the President, the candidate must be a motivated self-starter, with established industry contacts, and who is willing to travel as needed. Excellent communication and time management skills are a requirement and vital to succeed in this position as you will be working remotely. As soon as you are brought on board and trained, you will be unleashed into the market with the tools and flexibility you need to make every grocery shine.

Responsibilities & Duties:

- Develop new sales opportunities and drive the sales efforts to close them
- Operate as the key point of contact for new accounts
- Attend meetings, sales events, trainings, and conferences as needed
- Prepare and deliver appropriate presentations on company products and services
- Travel as needed (roughly 50%); expenses covered

Skills & Competencies:

- 5+ years sales experience in the National Account and/or independent market (NGA). Lighting preferred though Electrical and Refrigeration will also be successful
- Self-motivated with a results-driven approach
- Excellent listening, verbal, and written communications skills
- Superior time management skills
- Outstanding knowledge of MS Office (Word, Excel, and PowerPoint)
- Quickbooks experience a plus (Desktop versions)
- AutoCAD and DIALux experience a plus
- Ability to direct and manage multiple sales efforts simultaneously

The most successful candidate will have established relationships with owners, store design, or construction contacts at many grocers, supermarkets, C-stores, and store design firms.

Multiple competitive compensation structures available with limitless commission.

Interested parties should send their resume and cover letter with salary requirements to careers@JLHLighting.com

JLH Lighting specializes in lighting design and supply for Grocers across the US and Canada. To create our lighting designs, we feature the 2 best brands in Grocery lighting; Baero (Baero.com) and our subsidiary company Luxco (LuxcoLight.com), as well as sourcing any other manufacturer's fixtures to fill out the lighting package. Our fixture selection approach is simply "The best fixture for the application and price" regardless of it being a featured brand or from another manufacturer. We provide a lighting plan and supply the entire lighting package for any size project and budget.