

## Indeed – Outside Sales

Norburn Lighting and Bath Centre is a leading provider of innovative lighting solutions for commercial, industrial, and residential projects. Our mission is to deliver exceptional lighting products and expertise that elevate design, performance, and energy efficiency across projects of all sizes. We are family-owned and known for having a friendly and customer service oriented culture.

We are seeking a driven and customer-focused Outside Sales Representative to develop and grow relationships with contractors, builders, architects, and designers. This role is ideal for someone who excels in solution-based selling, enjoys being in the field, and thrives on closing project-based opportunities.

### Key Responsibilities:

- Develop and maintain strong relationships with key decision-makers including contractors, architects, builders and lighting designers.
- Identify and pursue new project opportunities within the construction and design community.
- Conduct on-site project visits, presentations, and product demonstrations.
- Prepare and deliver competitive quotes, bids, and proposals.
- Provide expert recommendations on lighting products and layouts.
- Stay informed on industry trends, technology advancements, and energy standards.
- Work closely with sales support specialists, project coordinators and purchasing to ensure timely delivery of products.

### Qualifications:

- Excellent communication, presentation and negotiation skills.
- Self-motivated with the ability to work independently and meet sales targets.
- Knowledge of lighting products as well as electrical and ID drawings is considered an asset
- Must have valid driver's license and reliable transportation.
- Must have proficient knowledge of Computers/Microsoft office programs.
- Proven experience in outside sales, preferably in lighting, electrical or related industry.

### What we Offer:

- Competitive base salary plus commission structure
- Vehicle allowance and gas card
- Comprehensive benefits and pension package
- Product training and ongoing professional development

### Why Join Us?

This is your opportunity to represent top-tier lighting brands and be part of a company that values innovation, service excellence and long-term customer partnerships.

While we thank all candidates for their interest, only those selected for an interview will be contacted.