



## Sales Engineer

**Sales Engineer Job Purpose:** Supports sales team by designing and creating optimal lighting solution for customers

We are seeking a self-motivated, enthusiastic Sales Engineer with lighting design/engineering experience to join one of the fastest growing lighting solutions companies in the industry. This newly created Sales Engineer position will give you the opportunity to personally support and be part of this creative company's fast-paced growth.

Based in Charleston, SC the Sales Engineer will take a lead role in designing the optimal solution that the sales reps sell into accounts. The Sales Engineer will be the backbone of the sales process by providing leadership in the following areas:

- Pre-sales support to help understand customer needs
- Photometric layouts and analysis
- Solution design and recommendations
- Proposal generation support
- Ability to find and secure new solution vendor relationships to enhance our portfolio

Background/knowledge of energy efficient lighting and lighting control systems is important. The position requires some but minimal travel. This is a full-time, salaried position with tremendous upside and growth potential. A bonus plan is included but health insurance is not offered at this time.

### **Desired Skills & Experience**

- Bachelor's degree in architecture, engineering, design, business or related field, or equivalent work experience
- 1-3 years' sales engineering/support in the lighting field
- Strong organizational skills
- Ability to multitask effectively
- Experienced working on complex projects and against tight deadlines
- Knowledge of AutoCad, Solid Works, and/or photometric software
- Microsoft Office- specifically Word, Excel and PowerPoint
- Passion for green technology and lifestyles

If you are a motivated sales engineer professional looking for a new challenge and an opportunity to make an impact and have a direct hand in the growth and success of a fun, dynamic business, please apply to [jobs@siblighting.com](mailto:jobs@siblighting.com) and be sure to include your resume & salary history.



## Company Background

SIB Lighting is a division of SIB Development & Consulting, an industry leader in fixed cost monthly reduction, serving over 20,000 client locations across multiple industries such as retail, healthcare and hospitality. SIB Lighting was founded with a background in the design and engineering of complex lighting applications.

- LED BY A LEED-CERTIFIED EXECUTIVE
- OVER 10 YEARS OF LIGHTING EXPERIENCE
- CONSULTATIVE APPROACH FOCUSED ON EDUCATING CLIENTS
- BACKED BY A PRIVATE EQUITY FIRM