



Business Development Professional-SC/GA/FL

We are seeking a self-motivated, enthusiastic Sales professional with a strong organizational mentality to join a fast growing company. This Business Development position will give you the opportunity to personally support and participate in the company's fast-paced growth.

Based in Charleston, SC, the Business Development professional will take a lead role in prospecting, proposing and closing over \$3M+ in sales in a defined territory: South Carolina, Georgia and Florida. This position will report directly to the President of SIB Lighting.

The Business Development professional will support the company in the following areas:

- Market to warm leads
- Consulting with customers to find the proper solutions
- Presenting proposals to customers
- Closing deals and managing paperwork
- Managing relationship with customer throughout the install process
- Serve as a conduit between Sales and Accounting for order processing
- Customer Service & Support

Knowledge in energy efficient lighting technologies is required. This is a full-time position with upside and growth potential. This job will require occasional travel.

SIB Lighting will provide the following:

- CRM, Audit and proposal software
- Dedicated region specific marketing for leads
- Support from an Account Management resource to help create proposals, obtain pricing quotes from vendors and help with solutions
- Dedicated pre-sales resource who will help generate target prospect lists

Compensation:

- Draw against commission
- Company credit card for travel expenses

Desired Skills & Experience

- 2-3 years lighting sales experience minimum
- Strong communication & presentation skills
- “Closer” mentality
- Ability to multitask effectively



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Desired Skills & Experience-continued

- Passion for green technology and lifestyles
- Microsoft Office- specifically Word, Excel and PowerPoint
- Knowledge of Salesforce CRM a plus

Company Background

SIB Lighting is a full service lighting consultant focused on helping clients with energy efficient lighting solutions including LED retrofits as well as lighting control systems. We handle the entire process of complex lighting applications from design and engineering through installation and warranty service. We offer a variety of financial solutions including leasing as well as our cutting edge lighting as a service option which allows for energy savings to pay for the entire project. SIB Lighting is backed by a private equity firm and is a division of [SIB Fix Cost Reduction](#), an industry leader in fixed cost monthly reduction, serving over 40,000 client locations across multiple industries such as retail, healthcare and hospitality.

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

NO RELOCATION TO CHARLESTON PROVIDED