

Business Development Specialist, Circa Lighting – Denver, Colorado

Description:

Every person who walks through our doors is looking for one thing - to be inspired. Our sales team is devoted to cultivating client relationships and bringing their lighting visions to life. We are looking for driven, dynamic team members who are enthusiastic about beautiful design with a genuine commitment to providing a brilliant customer experience. You will be immersed in a fast paced and exciting customer-facing environment while developing a wide array of relationships with key trade clients. In addition, you will engage in strategic business development activity within the design, architecture and building community to develop and grow your client base. You will also manage, develop and execute an individual strategic sales plan in primary and secondary markets in order to drive additional business for the showroom.

If you share our passions for design and excellence, and are eager to embark on an exciting, challenging and rewarding selling career, then look no further! We are currently seeking a Business Development Specialist for the Denver market.

Responsibilities:

Drive sales to meet and exceed sales goals

- Target and convert builder and interior designers
- Assist clients in lighting selections to ensure optimal sales through an exceptional customer experience
- Monitor and analyze the market to optimize sales strategy
- Coordinate sales activities with showroom, and process sales in operating system accurately and efficiently

Develop repeat business and new relationships

- Identify and execute strategic sales plan
- Market to clients conducting sales calls
- Source and follow up on leads to develop new business
- Network with architects, builders and designers through involvement in meetings and events
- Routinely communicate with Western Regional Sales Manager and Director of Sales on efforts and sales status

Position Requirements:

- 3+ years strong sales experience in customer home building products, interior design, luxury home furnishings and/or lighting industry
- 5+ years proven track record in outside sales, preferably industry specific
- College graduate required
- Proven track record in cultivating relationships and achieving sales goals, with experience in the luxury market required
- Ability to prioritize and handle multiple tasks and changing priorities
- Superior communication, presentation and organization skills
- Keen eye for design and creativity

- Available to work a flexible schedule including weekends (exception basis)
- Strong analytical and decision making skills
- Requires an independent, proactive and self-motivated person who will offer exceptional service to our customers
- Ability to achieve results both independently and through others by fostering a spirit of teamwork and cooperation

Who We Are

We are a dynamic, high-energy company with an exciting growth strategy. We value imagination, individuality and giving every person the opportunity to explore, grow and shape our future.

Our mission is to deliver lighting of the finest quality and craftsmanship. We are a source of expertise and guidance to our customers, operating with the highest integrity. We inspire our customers with innovative design and impeccable customer service. We have a welcoming and challenging workplace environment for our employees.

Our ideal candidates will have an immediate connection with Circa Lighting's Core Values:

Honesty – We seek to be truthful and sincere in every interaction.

Excellence – We aim to exceed expectations in every task we perform.

Integrity – We do our best to deliver consistently fair and reliable service.

Family – We strive to foster a sense of family in all of our relationships.

Inspiration – We continuously explore new ways to improve our service and ourselves.

In addition to the investment in your development, Circa Lighting offers a benefits package including a competitive compensation plan along with 100% company paid health, disability and life insurance. In addition, we offer dental, vision, up to 4% company matching retirement plan, and more. We invite you to learn more about our company at circalighting.com.

Circa Lighting is an equal opportunity employer and gives consideration to qualified applicants without regard to race, color, religion, sex, national origin, sexual orientation, disability, protected veteran status or other legally protected characteristics.