



Join Our Team

Outside Lighting Sales Representative

Mac Electric & Lighting Company Inc.
Loveland, Colorado

Family owned and operated since 2001, Mac Electric Company Inc. is looking to hire an outside sales representative to join our team as we continue to innovate and grow.

As a specialized electrical and lighting contractor, Mac Electric works predominantly with commercial businesses to provide customized energy efficient lighting and control solutions as well as electrical services. We provide a fun family work environment with a culture breeding excellence, professionalism, quality, and work/family balance.

Please visit our website at: www.MacElectricCo.com to apply and submit your resume.

Key Responsibilities:

- Skillfully and assertively market lighting and control solutions and utility rebate programs to potential commercial customers along the Front Range
- Travel throughout the sales territory to meet with prospective customers
- Generate new leads by conducting cold calls
- Follow up on leads provided by marketing department and foster new relationships
- Work to educate prospects and existing customers on available utility rebates and incentives
- Present proposals that display and demonstrate recommended energy conservation measures and sell the value proposition to the customer
- Maintain strong ongoing relationships with customers to ensure customer satisfaction
- Meet or exceed set proposal and sales objectives
- Represent company in professional manner
- Manage and update CRM database consistently

Qualifications:

- 2+ years business to business sales experience
- Documented sales experience and proven track record demonstrating B2B sales success
- Excellent communication and interpersonal skills
- Valid Colorado driver's license
- Experience in lighting distribution and electrical system installations a plus, but not required
- Bachelor's degree in business or related field

We offer:

- Full Time, Salary + Commission (Est. \$40,000 - \$100,000/year with no limit on earning potential)
- Job training
- Mileage and job-related reimbursements
- Necessary equipment (cellphone, iPad, etc.)
- Benefits including medical, dental, life and 401K options