

ILLUMITEX

Horticulture Sales Specialist

Horticulture LED Lighting

POSITION OVERVIEW

Illumitex is seeking a team player to join our high performing sales team to help us grow our rapidly expanding horticulture LED lighting business. This position will assist the outside sales team in building and enhancing our customers overall experience by helping to explain how our products provide reduced energy costs, better crops and yield. The Horticulture Sales Specialist position is a key part of our team and will include supporting sales growth, while assisting in training and education at select distribution and retail outlets throughout the US and Canada.

RESPONSIBILITIES

- Accountable for delivering technical solutions, products, and /or services that address customer needs of varying complexity (via telephone, chat, web, or e-mail); or working with subject matter expert to address a solution of even higher complexity.
- Handle incoming customer service sales calls and emails, assisting in initial consultation and product specification by providing expertise for spectra and plant growth.
- Responsible for lighting designs and customer layouts as requested to support the sales team.
- Provides both pre and post-sales technical advice and account management during the entire sales process.
- Drive total customer satisfaction by partnering with sales and customer service to ensure accurate order placement, on-time delivery and represent customer needs as they arise.
- Remains up-to-date on new product, technology, and services offerings.
- Assist with sales and marketing programs as needed.
- Assist in developing education and training programs for customers and Illumitex staff including but not limited to assisting and providing web and video content.

MINIMUM QUALIFICATIONS:

- BS in Biology and/or Plant Sciences or 2+ years of product management or sales experience with horticulture lighting.
- Prior customer service/sales experience, minimum 1 year.
- Ability to explain technical, industry, and market facts to clients as a competitive solution.
- Experience with and understanding of CRM systems, preferably Salesforce.
- Direct indoor growing experience, hydroponic or soil, a plus.
- Technical understanding of indoor grow equipment and systems and the technology behind them.
- Demonstrated ability to be effective while working remotely, e.g., from a home office, and while traveling.
- Excellent communication and presentation skills.
- Austin Based - Travel expected – average around 25% of time, which could include trade shows and sales support.
- Assist with other duties as assigned by sales leadership.

Compensation and Added Value -

In exchange for your background and willingness to give your best at this position, Illumitex offers the following perks:

- Competitive base salary with potential bonus
- Excellent healthcare, dental and vision programs with the company contributing towards the premium.
- Incredible vacation and sick programs, we take care of our team
- 401(k) program
- A culture of appreciation and recognition for good ideas and a job well done.

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TO APPLY PLEASE SEND RESUME AND SALARY REQUIREMENTS TO: hr@illumitex.com