**\*STRICTLY NO AGENCIES\***

**We are looking for Specification Sales Engineer (Birmingham Area)!**

We are recruiting… and if you are an experienced Specification Sales Engineer, then this could be the job for you!

**Firstly, a little bit about us**.

Founded in 1995, we are at the forefront of the latest developments in LED Lighting Design and Lighting Controls. With in-house design and development, including our own photometric testing lab, we undertake extensive research and are dedicated to LED innovation and product design. It is the people at LDL who continue to push boundaries and epitomise innovation, making us the company we are.

We are a progressive company with significant growth over the past 3 years, and we continue our focus on long term progression and going from strength to strength. As a result of this, we are looking to expand our team.

**The Role:**

This is a specification led role, which plays a major factor in driving sales growth and offers long-term career development and progression. Covering the areas of Birmingham and the West Midlands, we are looking for a dedicated individual to help us continue to expand and maintain our growing UK Sales. The right candidate will have experience in dealing with a host of clients from M&E Consultants and Contractors through to Architects and End users. You will drive the specification of LDL lighting products into an array of sectors and applications such as Commercial, Education, Healthcare, Hospitality and Local Authorities including those specifying exterior lighting too.

**Our Expectations**:

* Proven track record of success in sales and specification within the lighting industry.
* Strong interpersonal and communication skills, with the ability to effectively engage and influence clients at all levels.
* Excellent knowledge of leading lighting products, applications and route to market
* Self-motivated, dynamic and results-oriented and possess exceptional negotiation abilities.
* Identify target areas and drive business opportunities alongside contributing to planning pipelines, whilst building and maintaining strong relationships.
* Contribute to delivering the company’s sales strategy and achieving turnover and profit targets
* Strong organisational and presentation skills.
* Market Awareness: Stay up to date with market trends and relay feedback to our internal Product Design/ Lighting Design and Marketing Teams.

**Benefits**:

* Opportunities for career growth and advancement within the organisation.
* Dynamic, innovative and collaborative work environment.
* Training and development programs to enhance your skills and expertise.

This is a great chance to become part of the team in a business that encourages long-term career development and progression, and which supports employees throughout their careers.

This is a full time, permanent position and salary is negotiable depending on your experience. There are many benefits to joining our dynamic, growing team. We promote a friendly environment of trust that always encourages suggestions for improvements from team members.

**If you are passionate about sales and have experience in demonstrating the ability to convert specifier relationships into sales we want to hear from you!**

**To apply for this exciting opportunity … Simply send us your CV and Covering Letter to** **info@ldl.lighting**