

## Account Manager (Engineering Sales)

We are looking for an inside sales or account executive in engineering sales to join our team!

GVA Lighting creates outstanding lighting systems and signature lighting projects worldwide in cooperation with the best lighting designers and architects in the world. Our engineering, design and manufacturing takes place right here in the Greater Toronto Area and you can be a part of it! Check out some of the amazing [lighting projects](#) we completed recently.

### **A day in the life of an Account Manager is complex, fast paced and rewarding.**

You will be growing and fostering business relationships with our clients around the world as well as interfacing with our engineers and production managers right here in Canada. This is as much a people focused and technically oriented as it is a project management role. There will be a lot to learn and we are willing for those who are ready to grow and develop their skills.

Each of our projects is unique and requires ongoing contact with various players in the industry including architects, engineers, lighting designers, contractors, distributors and sales agencies. This is the reason why we are looking for a detail-oriented and self-driven candidate who will rely on technical knowledge and team up with our partners in developing the solutions which will best enable our customers to create unique and exceptional lighting projects.

### **What you will be doing**

- Assist in the selection of the right lighting fixtures, controls and power supplies for project specific applications;
- Perform some sales administrative tasks such as providing quotes, drafting contracts and order reviews;
- Perform project management tasks within an integrated service approach to our customers and provide exceptional end-to-end sales support to our clients (including putting together samples and demonstrations);
- Manage and maintain client information in ERP system;
- Work with various teams - applications, engineering and manufacturing - for optimal delivery.

As you grow your expertise and develop in this role you will grow into an Account Manager and you will be responsible to:

- Achieve company sales and growth targets by fostering existing client relationships and prospecting potential sales opportunities;
- Perform visits with existing clients and agents, stay in regular contact with all assigned existing accounts managing quotes, product demonstrations and other sales related opportunities;

### **What would make you a great candidate**

- 2-4 years of experience in technical sales;
- A Technical Degree in Engineering or Science is preferred;
- Ideally you have sound experience in long selling cycle;
- You are tenacious, curious and a solution-oriented team player;
- A problem solver, you know how to close the sales and overcome hurdles without losing a beat;

- An excellent communicator with native fluency in English is required;
  - Comfortable in a fast paced, electronic technology and engineering-based environment;
  - Strong PC skills including Microsoft Office Suite;
  - When needed, you will have an attitude of "I'll take this into my own hands" to resolve situations
- During the selection process you might undergo psychometric tests, as well as practical exercises to help us identify those who have the right attitude, skills, know-how and to find a cultural fit with our company's values.

### Why GVA?

- We offer valuable learning opportunities enabling professional growth;
- You will receive a competitive salary based on skills and experience and a variable pay incentive;
- You will have room to grow your career;
- You may take pride in having participated in landmark projects at home and around the world;
- When you work with us you can qualify for professional development, employer sponsored health benefits and retirement savings plan.

We are an exceptional and talented team who believe in the GVA vision and share GVA values. Our passion and enthusiasm are contagious, and they have helped us attract great talent, partners, and clients. If you want to be part of a young, dynamic and growing organization then you are the candidate we are looking for.

Send your resume and LinkedIn profile link to [hr@gvalighting.com](mailto:hr@gvalighting.com).

*GVA Lighting is proud to be an equal opportunity employer committed to the attraction, selection, advancement and fair treatment of all individuals. In accordance with the Human Rights Code and Accessibility for Ontarians with Disabilities Act a request for accommodation will be accepted as part of the GVA Lighting hiring process.*

*We thank all the candidates for their interest in GVA lighting, however only selected candidates will be contacted.*

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