



## Quotations Specialist

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.

As Quotation Specialist, you will be assisting the Sales team in growing and fostering business relationships with our clients around the world. You are an essential source for communication between GVA Lighting and our customers as they make their purchasing decisions.

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. We team up with our partners in developing stunning solutions, creating unique and exceptional lighting projects.

There will be a lot to learn and we are willing for those who are ready to grow and develop their skills.

### What you will be doing:

- Quoting GVA Lighting systems through specifications, electrical plans and customer requests. It is critical to provide a positive impression of GVA Lighting and our product offering as well as being able to set proper expectations and communicate technical information accurately;
- Assisting in the selection of correct lighting fixtures, controls and power supplies for project specific applications;
- Cross referencing on competitors' products;
- Analyzing and accessing special pricing requirements on projects;
- Maintaining constant communication and assisting company's sales agents and partners;
- Working with sales, applications, projects and customer service teams to provide outstanding service to our customers;
- Follow up on existing opportunities with customers via phone or email;
- Collecting and analyzing quotation data to determine patterns of success or failure.

### What would make you a great candidate

- 1-2 years' experience in quotations, preferably working in electrical manufacturing or lighting or distribution industry, however, talented graduates are welcome;
- Technology Degree or Diploma and/or Business degree; or Demonstrated experience in related fields also considered.
- Ideally, you have the ability to read, understand technical drawings (such as architectural and electrical CAD diagrams);
- You are tenacious, curious and a solution-oriented team player;
- An excellent communicator with native fluency in English is preferred;
- Comfortable in a fast paced and engineering environment;

**Different.**

We think independently, never copy.



GVA Lighting, Inc.: 2771 Bristol Circle  
Oakville, Ontario L6H 6X5 Canada

Phone: +1 905 569 6044  
E-mail: info@gvalighting.com

Gvalighting.com  
Canada



- Strong PC skills including Microsoft Office Suite (required), AutoCAD (a plus);
- Customer oriented you feel very comfortable working with a cross functional team;
- A big dose of common sense :) to ingeniously solve problems and smooth bumps along the way.

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
- 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 with a strong vision and set of values. Our passion enthusiasm are contagious, and they have helped us attract great talent, partners, and clients. If you want to be part of a dynamic and growing organization, then you are the right candidate.

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.

APPLY NOW



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