

Touché Lighting Control is presently recruiting for a **Regional Sales Engineer** who will be part of our Business Development team.

Touché develops innovative technologies that focus on simplicity. We build commercial lighting controls that have enhanced features that allow users to intuitively install and manage their environment through a mobile app running on a smartphone or tablet device. Touché has been in business over 10 years but retains the feel of an agile technology-based startup and offers incredible growth opportunities.

As a Regional Sales Engineer, you will be responsible for sales and coordination of commercial lighting control solutions within an assigned region – developing new business, supporting key customer accounts, and driving agent success.

What Will You Do?

- Serve as Touché brand champion for a region.
- Manage an assigned region to achieve sales objectives.
- Attain positive results with established quarterly and yearly goals and objectives.
- Build rapport and strong relationships with design and purchase chain partners including agents, specifiers, contractors, distributors, and end-users.
- Conduct sales presentations electronically, by telephone, via person-to-person or group meetings, and at trade shows and business-oriented social functions.
- Effectively communicate the Touché solution's value proposition, creating demand for the Touché product offering.
- Review construction documents, identifying and addressing concerns and opportunities related to the lighting control system.
- Provide value-added support to agent partners and customers.
- Perform strong timely follow up on opportunities, leads, and requests.
- Train agency personnel to sell and promote the Touché solution.
- Make effective and efficient use of time and resources.
- Provide timely and accurate submission of expense reports.
- Perform other duties as assigned – we wear many hats here!

Your Qualifications & Attributes:

- Five (5) or more years of lighting controls sales experience.
- High School diploma or GED; a bachelor's degree in business or electrical-related studies is preferred.
- Good computer skills using standard MS Office products, specifically Outlook and Excel.
- Able to build lasting relationships with customers through clear and concise verbal and written communication.
- Possesses strong organizational skills and great attention to detail and accuracy.
- Able to travel cross-country frequently for multi-day trips.
- Comfortable engaging and training customers from Electrical Engineer to end-user and ranging from a single individual to a large group.
- Able to multi-task and prioritize schedule and task requirements.
- Self-starting individual, able to think outside the box to accomplish goals, and work effectively without daily guidance/supervision.
- Customer-centric mindset governs your approach and actions.
- Understands empathetically the issues and perceptions others have and can creatively and successfully work through these issues to achieve a successful outcome and customer and employee satisfaction.
- A positive attitude and strong social skills.

Know You're A Great Fit?

Please email your resume and cover letter to:

Human Resources
Touché Lighting Control
hr@touchecontrols.com