



Department	Project Sales
Location	East Midlands
Job Title	Project Sales Engineer – East Midlands
Reports to	Sales Director / Regional Sales Manager - Central
Hours	39 Hours per Week

About Us

Kingfisher Lighting is one of the UK's leading suppliers of exterior lighting solutions with over 35 years of experience. Working with a range of customers including high-profile specifiers, designers and contractors, as well as local authorities, contractors and end-users, we design, manufacture and supply lighting products and accessories across the UK and Ireland. Our schemes span across a wealth of applications including road and street lighting, urban landscapes, rail and infrastructure, transport hubs, car parks, distribution and warehousing, ports and sports grounds.

General Description

Kingfisher Lighting Ltd, a leader in the lighting industry, is seeking a motivated and proactive Sales Engineer to join our team. This role will involve driving sales across a defined territory by promoting our extensive range of lighting products and services.

This role would suit either a graduate sales professional or experienced lighting salesperson, and salary would reflect experience.

Responsibilities

- Proactively sell Kingfisher Lighting products and services, ensuring monthly and yearly sales targets are met or exceeded.
- Manage and develop your business/territory portfolio, generating new business opportunities while nurturing existing client relationships.
- Collaborate with our design team to ensure all customer designs are handled efficiently, maintaining high standards of service.
- Provide outstanding customer service for each project, ensuring that client needs are met and expectations are exceeded.
- Key Account Management: Oversee quotes, order processing, and project management for clients in your designated area.
- Work closely with your line manager to develop and implement effective sales strategies.
- Manage your time and diary effectively within Outlook and Salesforce to maximize productivity.
- Regularly engage with both new and existing clients, conducting meetings and company presentations, including CPD sessions.
- Keep project forecasts and timelines up to date, supporting accurate product and sales forecasting.

Additional Responsibilities

- Adhere to all company policies and procedures.
- Continuously seek ways to improve your performance and regional results.
- Collaborate with other departments, such as Design, Marketing, Internal sales as needed and be flexible to support business needs.
- Be willing to travel nationally, including overnight stays, as required by the role.

Person Specification

- Be a self-starter
- Have excellent attention to detail





Knowledge

- Strong knowledge of the lighting industry and the specification sales process is advantageous.
- Excellent communication and interpersonal skills, with the ability to engage contacts at all levels.
- Strong organizational skills and the ability to manage multiple tasks effectively.
- Team player with a proactive and positive attitude.

Experience

- Proven track record in sales, with a history of achieving or exceeding sales targets and KPIs.
- Experience in the lighting or construction industry is preferred but not essential.

Abilities

- Ability to work on own initiative
- To be highly motivated to achieve and exceed targets
- Clear ability to influence a sale by selling the features and benefits of the proposed solution
- Be able to manage their customer base and geographical area
- To present a professional and positive image of both the organisation and yourself

Other

- Full UK driving licence

What We Offer

- A competitive salary with performance-based bonuses.
- Ongoing training and development opportunities.
- The chance to work with an industry-leading company and be part of a supportive team.
- National travel opportunities and career progression.

If you are a self-motivated sales professional with a passion for lighting and a drive to succeed, we'd love to hear from you.

Application

Please send CV and Cover Letters to LLott@kingfisherlighting.com and pjames@kingfisherlighting.com

