

# CITADEL LED LIGHTING INC.

POSITION: Business Development Associate (eg. Las Vegas, NV.)

REPORTS TO: General Manager

COMPENSATION: Commission Based

ONLINE APPLICATION: [patrickperry@citadelled.com](mailto:patrickperry@citadelled.com)

Citadel LED Lighting Inc. is committed to assisting our customers in vastly improving their facilities annual operating expenditures profile through reduction of daily energy consumption. Citadel achieves this through the implementation of innovative lighting technology solutions with a payment program that can be structured to accommodate any customer's financial situation while immediately improving each organization's operating cost structure and reducing environmental impact. Every customer's project needs and requirements will be managed with care and professionalism in order to achieve a successful end result that reflects their unique goals and business objectives.

## BUSINESS DEVELOPMENT ASSOCIATE

Citadel seeks aggressive Business Development Associates who ideally have a background in sales, lighting, electrical and/or HVAC industries. This is a full or part time position working for a rapidly growing LED lighting solutions company headquartered in Vancouver, British Columbia. The successful applicant will be committed to making a difference in assisting prospective customers in reducing their overall energy consumption and profitability while being able to thrive in a start up environment.

The target market you would be responsible for in your defined territory would be industrial and commercial facilities in retail, hospitality, office buildings, multi-unit strata buildings, parking structures and food service to name just a few.

Citadel intends to develop additional lighting applications by continuing to expand product offerings and is poised for triple digit growth over the next several years.

## REQUIRED SKILL SET

- Capable of executing on the business development lifecycle from opportunity identification through contractual commitment.
- Strong interest and understanding of lighting products and applications and how those improve energy efficiency and bottom line profitability in the commercial space.
- Demonstrate exceptional relationship building skills.
- Deliver outstanding customer service and follow on throughout the business development process.
- Be comfortable and be able to thrive in a start-up environment where initiative, autonomy and excellent internal reporting and communication skills are critical.
- Able to effectively collaborate so as to ensure quality lead generation, finalizing of sales, product order and delivery and overseeing project implementation.