

# Project Sales – Specification, Sydney

Euroluce is one of Australia's leading lighting companies, with an uninterrupted 30 year history of supplying lighting solutions to the professional design community. Our brands are unique, and represent the best in European design and innovation.

To further strengthen our team, we are looking to employ a first class lighting industry professional, to join our successful and talented Sydney Project Sales Division, based from our Sydney Light Studio in Surry Hills.

Reporting to the Sales Director, this role is key in maintaining and strengthening our position within the Architectural Specification and Design community.

The role involves:

- Generating sales across defined areas of the Architectural and Design specification marketplace
- Maintain and nurture existing relationships, whilst developing new business opportunities
- Promoting and strengthening the Euroluce brand, through meaningful client contact
- Manage strategic sales projects from first contact through to completion

To be successful in this role, the following skills will be required:

- Excellent people skills, with the ability to communicate clearly and effectively with both clients and internal colleagues.
- Strong presentation skills, either on a one-to-one, or group basis
- A flexible, dedicated and honest attitude, combined with the ability to think strategically and conceptually
- Lighting, Lamp and industry legislative knowledge
- A proven and consistent track record in a similar role
- Ability to work individually, or as part of a team

If you are a motivated and results driven professional, we would love to hear from you.

Please forward your resume, and brief covering letter in complete confidence to [hr@euroluce.com.au](mailto:hr@euroluce.com.au)