



Exciting Career Opportunity at Philips - Lighting Solutions Canada

Specification Representative

Location: Richmond, BC, Canada

Full-Time position

Position is located in Philips-Canlyte Richmond, B.C. Sales Office. This office is responsible for sales of Professional Luminaires through distribution channels to our specification, electrical contracting and end user customers. The office is located in Richmond, a suburb of Vancouver.

Canlyte has a strong international framework and a firm financial base as a Philips Group Brand. The Philips Business Group Luminaires is now the largest Lighting Manufacturer in the world.

Canlyte brands, CFI Fluorescent, Keene, Lightolier, Stonco, Uniglo and Wide-Lite have earned solid reputations as leaders in Canada for lighting systems that are durable, efficient long lasting, and dependable. Canlyte is your lighting resource backed by a nationwide team of professionals located in four Canadian facilities.

Canlyte has become Canada's leading Lighting Manufacturer through the contribution and efforts of our employees. Our teamwork philosophy and the ability of our employees to embrace change has enabled us to achieve substantial growth and to become a true Canadian leader in lighting.

Hiring the best people is essential to the success of Canlyte. We go to great lengths to find the right people and once we have found you, we want to keep you as a part of our team. We offer great opportunities and a career path that is established by your contribution and desire to excel. Most importantly, we give you a chance to make a difference.

Responsibilities:

This position is located at the Richmond, B.C. Sales Office, servicing the province of British Columbia with sales and sales support.

Principal responsibilities:

- Create demand for Philips lighting products through the specification community
- Main focus is on the Lightolier, CFI and Colour Kenetics brands.

Principal tasks (work executed by respecting the principal tasks):

- Maintain a strong relationship with the assigned list of specifiers including interior designers, architects and engineers
- Pay regular visits to designated specifiers and provide lighting solutions to their specific projects
- Report activities and spec's to the sales team for follow up
- Follow up with the specifiers on specification strength, weakness and reports to colleagues accordingly

- Complete Spec registrations where applicable and share information with colleagues and /or agents in and out of the region as necessary
- Identify and contact new specifiers in order to establish a business relationship
- Participate in trade shows, assist colleagues with presentations and promote Philips as the leader in lighting technologies
- Introduce new products using samples and demonstrate installation techniques
- Keep abreast of products and technologies through in-house training, outside courses, trade publications, etc.
- Learn and make effective use of the Genesys program
- Assist in lighting design and seek opportunities to specify Canlyte products

Your profile

Post secondary education preferred – CET or equivalent

- 3-5 year's sales experience preferably in the lighting industry
- Lighting Knowledge – LC Certification an Asset
- Proficiency with Microsoft Office
- Customer focused
- Knowledge of distribution channels
- Knowledge of project closing process a definite asset
- Excellent interpersonal skills, team player
- Excellent communication and presentation skills
- Excellent time management skills and ability to multitask
- Must be able to work well under pressure
- Ability to communicate in Mandarin an asset
- Must be able to travel by air when required

Please send your resume to nancy.cosentino@philips.com, and put in your subject: 005961 Specification Representative

Philips is an equal opportunity employer.