

At Casambi, we view lighting differently. As rapidly increasing numbers worldwide come to share our vision, we're looking for talented and enthusiastic people to join us. Casambi is already on a fast-growing and profitable trajectory which has seen us named as a Deloitte Technology Fast 50 company. Meanwhile our large partner ecosystem was recognized at the 2019 PLD awards where we were selected as Best Partner in Industry. This is a rare opportunity to play a key role building a world-class brand powered by a unique and exciting product.

We are looking for **Specification Manager**

You will have a key role in growing Casambi market share through specification and consultative approach to M&E consultants, lighting designers and end users within Berlin and surrounding areas.

As a Specification Manager at Casambi, you will manage your own activities, visit new customers, network and build a personal relationship as well as actively seek new projects. You will drive specification through attracting new customer groups and identifying unprocessed market. You are used to work efficiently independently but with the support of your colleagues and the Casambi team.

Key responsibilities

- Promote Casambi solutions in a consultative manner
- Develop our relationships with our network partners
- Identify and build relationships with end users, Lighting Designers and Consultants relevant to Casambi
- Actively seek new projects and identify key decisions makers
- Use modern and systematic techniques and practices

What do we value for this role

- Proven experience and understanding of modern processes
- Electronic or Telecommunication engineer degree or an equivalent education with commercial background and high level of technological knowledge
- Est. 5-8 years strong specification experience with a focus on technological applications such as lighting controls, HVAC control, building management systems, etc.
- Successful track and experience where you have met or exceeded demanding targets
- Exceptional interpersonal and relationship management skills that build long term collaboration
- Ability to translate and communicate key business priorities to support the development
- A good knowledge of general and especially LED lighting and controls applications is expected and can be referred to with the Casambi product and solutions portfolio
- Flexible, goal driven, proactive and entrepreneurial
- Passionate about delivering exceptional customer service and added value to external and internal customers
- Track projects from specification to order, commissioning and sign off process, with each stakeholder and supported by our distribution network
- Attend industry exhibitions as required, both in Germany and overseas

What do we offer

- You will join a growing company with a great team spirit and a very communicative and supportive company culture
- The remuneration package provides adequate salary level and bonus schemes including e.g. car allowance, communication equipment, etc.
- An international team is your support and partner for marketing, sales and technical support
- A structured and comprehensive induction training is enabling you to get a successful start into the organization

Living in the metropolitan area of Berlin would be the base. Travelling within Germany and – if required - international on some occasions is expected. The position is designed for home office work.

Interested in our open position? Please contact our recruitment partner Mr. Horst Domokosch lindau@personal-total.de or +49 151 124 22441.

Casambi in brief

Casambi is changing the way people light their surroundings. The company's innovative wireless technology uses Bluetooth Low Energy to place an entire lighting ecosystem in the user's hands. This uniquely dynamic and reliable modular solution is already enjoyed in thousands of buildings worldwide via hundreds of major ecosystem partners.

Headquartered in Finland, Casambi has built a significant sales and support network across Europe, North America and Asia which continues to grow as businesses worldwide discover the benefits of wireless lighting control.