

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 in building a world-class brand powered by a unique and exciting product.

We are looking for a **Specification Sales Manager** (m/w/d)

Casambi is now recruiting a new Specification Sales Manager to presell Casambi's Ecosystem and technology platform. We aim to grow through specification and consultative selling to specifiers such as TGA planners, engineering bureaus, large electrical installers, GU, light-planners, lighting designers, and key-end users within South/West Germany.

As a Specification Sales Manager at Casambi, you will be involved in some of the highest-profile projects in the DACH area. You will be managing your pre-sales activities, visiting new and existing customers, building a personal relationship, and actively seeking new projects. The position is reporting directly to the Director Sales DACH and is an essential part of our regional demand creation team. Through networking and the existing value-added partner sales network and contacts, you will drive specification by attracting new customer groups and identifying the untapped market.

Key responsibilities

- Identify and build a relationship to the defined target group to enter Casambi into control projects
- Develop and intensify our relationships with our sales network partners
- Actively seek new projects and identify key decision-makers to increase the client base and sell Casambi technology
- Coordinate the tender specification process and partners if required
- Embrace modern sales techniques, submitting all information into our CRM system with project logs, call planning, key visit quotations
- Advocate Casambi's solutions in a consultative manner
- Achieve agreed individual KPI's
- Promote Casambi solutions using consultative selling techniques
- Engage directly with key influencers and business decisions makers to maximize chances of success
- Track projects from specification to order, commissioning and sign off process, with each stakeholder and supported by our distribution network
- Work with all project stakeholders to ensure seamless integration with any third party services
- Attend industry exhibitions as required, both in Germany and if occasionally needed overseas Europe
- Plan and conduct CPD accredited seminars with the support of the Marketing team supported by marketing

What we value for this role

- Proven experience and understanding of lighting-control related project sales with a commercial understanding of sales tools
- Minimum of 5 years strong specification experience in lighting control, building management systems, and lighting
- Proven and traceable experience in a sales environment and customer interaction
- Exceptional interpersonal and relationship management skills that build long-term collaboration within the existing and extended client network
- Self-sufficient with initiative and drive, able to prioritize and take actions
- Confident and effective communicator handles questions adeptly with influencing skills
- Ability to effectively present APP-based control solution and influence individuals and target groups at all levels of partners and decision-makers
- Ability to translate and communicate key business priorities to support the development and execution of tactical sales programs and marketing activities
- Passionate about delivering exceptional customer service, added value to external and internal customers. The new team member should be eager to play a disruptive role in a new way of lighting controls
- Flexible and agile, able to adapt your approach and methods to maximize
- Electronic or Telecommunication engineer or Elektromeister degree or equivalent education with a commercial background and high level of technological knowledge
- Fluent German, fair English communication skills.
- Good knowledge of lighting-controls in the field of LED lighting is expected mandatory and can be referred to with the Casambi product and solutions portfolio
- Think 'out of the box' to be open for APP based control-solutions

What do we offer

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

Living in or close to a metropolitan area of South/West Germany is needed for this position. Traveling within your sales region and – if required - international on some occasions is expected. The position is designed for home office work.

Are you 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.