



Solutions Sales Support Lead

Job Scope

The Solutions Sales Support Lead generates projections and crafts plans for illumination and electrical initiatives. Guarantee that the team is observing deadlines and accuracy, and be responsible for the project's team. Store all prospects in FSG public directories. Utilize the FSG Engage database to handle tasks and ensure data is up to date.

Responsibilities

- Understand Product Specification Capabilities to develop strong Estimates.
Value engineer product and or manufacturer and evaluate best options to give FSG best chance of winning work.
Develop accurate pricing models and full quotes for lighting and electrical.
Negotiate the best product pricing that helps us win projects.
Remain up to speed with the latest technology and products that FSG Offers.
Manage our Eco-Insight Tool to keep track of projects and quotes.
Perform lighting audits.
Attend pre-bid meetings and or RFP walk-throughs

Requirements

- High School Diploma / GED, Engineering Degree is preferred.
5+ years of Electrical Experience with HS Diploma.
2+ years of Electrical Experience with Engineering Degree.
3+ years of experience in Estimating/Quoting is preferred.
Understanding of the lighting controls and emergency lighting.
Demonstrated ability to lead and negotiate by collaborating with others to arrive at a conclusion using compromise, persuasion, influence, and rationale, both internally and externally.
Capable of inputting labor estimates accurately.
Able to identify and manage difficult, moderate, and easy labor situations.
Understanding of direct and indirect costs.
Understanding the financials of an energy-efficient lighting proposal.
Understanding of all footcandle levels.
Capable of communicating with customer on wants, needs, and budget requirements that will support final proposal.
Includes developing a trusted advisor relationship with customer.
Capable of communicating with FSG sales team on strategy and work together on final proposal.
Capable of responding to Lighting upgrade RFPs.
Understanding of the tax codes.

As an EEO/Affirmative Action Employer all qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, disability, veteran status.



Understanding of all local energy regulations.

CAD experience is strongly preferred.

Outstanding Communication and listening skills (English).

Self-motivated, strong work ethic.

Demonstrated skills for achieving or surpassing results against standards of excellence.

Shows a passion for improving the delivery of solutions with a commitment to continuous improvement.

Demonstrated ability to develop and leverage partnerships to drive the strategic plan.

Consistently demonstrates alignment to organizational strategy to advance opportunities.

Strong Computer and Office Product Skills.