



E.B. Horsman & Son

The Electrical Distributor of Choice!

About the Team

E.B. Horsman & Son (EBH) has been in business since 1900. We are strong, nimble, and growing! EBH is proud to be a successful Western Canadian electrical distributor with 20+ locations throughout BC, Alberta, and Saskatchewan, and we are consistently recognized as one of Canada's Best Managed companies. We take pride in living by our core values and carrying our mission statement of "Providing the Best People, Best Solutions in the Electrical Industry."

Why Join the EBH Team?

The People & Culture. You will be a part of a collaborative team with people you can be proud to work with.

The Perks. We offer a full benefits package with a competitive compensation plan with profit sharing, Employee Share Ownership Program (ESOP), and your birthday off.

Continuous Development. You will have access to our EBH University for personal & professional development. Training & Development has been an essential part of our culture. Increasing our knowledge not only builds confidence but empowers growth through learning.

We've been experiencing a high amount of internal growth and movement at EBH and we have an exciting opening within our Lighting Division to fill a Lighting Product & Application Specialist.

About the Role:

The **Lighting Product & Application Specialist** is responsible for building positive relationships with customers and branch sales personnel through generating accurate lighting quotations, sales orders and conducting demonstrations that align with organizational sales targets. The Lighting Product & Application Specialist works closely with the Lighting Divisional Manager to provide excellent customer service to prevent potential issues and monitor ongoing projects within the lower mainland in BC.

Position Type/Schedule:

This is a full-time position that will require some traveling to the customer site.



Platinum member

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Location: Work location will be determined, and we welcome candidates within BC and Alberta to apply. This role will have the ability to work remotely or out of the EBH Branch locations.

What you will be great at:

- **Collaboration.** You will be working closely with Manager's and Suppliers to support sales plan for strategically targeting new and existing customers.
- **Customer Service.** Creates and maintains a positive relationship with customers and ensures they have a good experience with EBH. Plans and executes regular sales calls (in-person or virtual) to key customers to identify needs or opportunities. Prioritizes and responds to customer inquiries including after-sales application support as required or facilitates communication between customers and suppliers. Maintains the most up-to-date product knowledge to make product suggestions to customers. Asks questions about customer processes, problems, or any other technical or project details necessary to identify appropriate customer solutions.
- **Quotations.** Provides lighting specifications for customer projects which may include conducting lighting audits at customer site and designing lighting layouts.
- **Internal Relations.** Collaborates and assists branch staff and Account Managers with details on product specifications, pricing, and other needs in order for them to best assist customers. Ensures new products and pricing are communicated, understood, and properly executed. Closely works with the Lighting Technical Inside to obtain pricing and datasheets for customer needs for joint sales call.
- **Strategic Planning.** Participates in strategic planning as required. Creates and implements programs for market focus/strategy that affect the efficiency and effectiveness of attaining the team's strategic goals. Reviews and assess reports on strategic objectives and their performance related to group and corporate expectations.



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NEWS



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- **Utility Incentive Program Champion.** Maintains up-to-date knowledge of B.C. Hydro, Fortis, Energy Efficiency Alberta and SaskPower policies, programs and guidelines. Prepares energy audits and completes required documents and paperwork for internal and external customers. Completes energy savings reports and rebate estimates for customers and branch sales personnel.
- **Training.** Develops training materials and presentations for customers and branch sales representatives. Facilitates internal and external training sessions (in-person or virtual) such as lunch and learns. Coordinates or conducts lighting training for the branch sales representatives.

Who you are:

- Approachable demeanor and a positive "customer first" attitude
- Self-managed and highly motivated to drive sales growth, with flexible demeanor, yet disciplined approach for process compliance
- Passion for excellence and continuous learning
- Experience giving formal presentation articulating the value proposition of product solution service offerings
- Ability to take initiative to continuously improve skills and knowledge

You bring the following skills/qualifications:

- A diploma or degree in an applicable field BSc or equivalent combination of education and experience
- 2+ years of electrical wholesale industry sales experience or direct lighting sales experience
- 2+ years of experience in a project management role involving design and quotations



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- IES Lighting Fundamentals or higher an asset
- LC Certificate an asset
- Intermediate computer skills including MS Office Suite, high proficiency with Excel, and ability to learn new technical software
- Experience giving formal presentations and product pitches
- Expertise in lighting is a strong asset
- Strong verbal and written communication skills
- Ability to be inclusive, collaborative, and respectful
- Reliable transportation is required

Our Core Values: Celebrating the Past, Empowering the Future

Teamwork & Collaboration | Integrity | Commitment | Reliability | Initiative | Continuous Improvement

Take Your Next Step With EBH

If you believe your skillset matches the above description and are an enthusiastic, innovative, passionate and energetic individual we would like to hear from you. Please visit our website to apply for this posting www.ebhorsman.com/careers or click "Apply" on this posting.

Our Commitment to Inclusion & Diversity

E.B Horsman & Son is a proud equal opportunities employer and we are committed to creating a respectful, inclusive and barrier-free workplace that allows all of our people to reach their full potential. A diverse workforce is a key to our success and we believe in bringing your whole self to work. We welcome all qualified candidates to apply and hope you will choose E.B. Horsman & Son as your employer of choice.



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