



Sales Development Program

dmf Lighting

How to Apply

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dmflighting.com/company/#careers

Select

Sales Development Program under the Job Postings section

Attach

Your resume, and tell us a bit about yourself

Apply

Submit your information and we will be in touch!

The Role

The Sales Development Program is designed to produce DMF's **next generation of sales leaders**. Program participants will receive approximately 6-9 months of intensive lighting industry and DMF specific training to prepare them to succeed in a **technical sales role**.

Upon completion of the program, participants will be deployed into **strategic markets** where they will work with our customers to support and grow sales of DMF's **advanced lighting products**.

Job Responsibilities

- Understand and explain technical aspects of dmf product
- Gain deep understanding of our industry
- Work closely with **C-Suite** and upper management to drive business
- Enhance dmf Lighting's reputation in the marketplace
- Travel 50%
- Identify and drive sales opportunities to meet and exceed sales goals

The Company

dmf Lighting is a family owned, privately held LED downlight manufacturer based in **Cason, California**. We design, engineer and develop modular downlighting systems for both residential and commercial applications. With over 30 years in the industry, dmf Lighting is a **leader in modular downlighting systems**.

Full time employment with dmf Lighting includes a comprehensive benefits and retirement package.

Education Requirements

- Degree from a 4-year accredited university, or
- Junior Military Officer with technical background
- Expected Degree by Spring 2021
- 3.0 GPA minimum
- Involvement and leadership in extracurricular activities
- Strong interpersonal and presentation skills

Want more information?

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Explore Our Website

www.dmflighting.com