

**Employer Name:** Lutron Electronics Company Inc.  
**Position Title:** Sale Operator  
**Location:** Lehigh Valley, Pennsylvania, United States  
**Industry:** Electronic & Computer Hardware



**Job Description:**

The Selective Liberal Arts Consortium will hold its NY Recruiting Day in New York on Friday, January 3, 2020. Please be aware that travel is required to participate in this event, and interviews will take place on that date and at that location only. You will be notified by November 22nd if you have been selected to interview.

Please ensure that you have completed the work authorization status in your Handshake student profile as that will help you determine how closely you meet the employer's job/internship preferences.

Are you a results-oriented problem solver looking for an innovative and exciting sales opportunity to start your career?

Lutron's Sales Leadership Development Program is a rigorous and comprehensive development experience designed to cultivate and prepare the brightest candidates for growth and success in a consultative sales career.

As a member of our rotational training program, you will have an opportunity to work on a peer team at our global corporate headquarters in the Lehigh Valley, Pennsylvania. You will be prepared for your first field sales assignment with an immersive learning experience consisting of a blend of classroom training, on-line training, and field sales initiatives in major metro areas. You will be matched up with a sales mentor to instruct, coach, and guide you on Lutron's customer and business channels.

After successfully completing the program, you will be empowered to grow Lutron's business by introducing new products and cultivating new customer relationships. You will be assigned to a sales territory in one of our major markets throughout the United States.

*Qualifications:*

- Candidates motivated to sell technical products, high performance integrated systems, and innovative business solutions in a growing industry.
- Bachelor's Degree:
- Sales, Marketing, Communications, Business or Industrial Distribution is preferred
- GPA:
- Minimum Cumulative GPA= 2.8 (official transcripts required)
- Relocation and travel:
- Willing to relocate and travel up to 50% required once assigned to a territory
- Leadership experience:
- Athletics, academics, professional, clubs, politics, etc.
- Other:
- Excellent written/verbal communications and presentation skills

*About Lutron:*

Lutron Electronics position as the leading manufacturer of lighting controls worldwide, our unsurpassed quality, the breadth and depth of our product offerings, and our commitment to servicing our worldwide customers have resulted in significant growth annually. This growth has in turn allowed the company to continue to invest in recruiting and retaining the best people to service our customers. Continuous growth has also fueled our ability to constantly develop new technologies and new manufacturing processes that in turn drive the creation of new or better products and services.

*Benefits:*

Lutron offers a very competitive compensation and benefits package with a dynamic and professional work environment. Continued career growth is a priority and continuous learning and development is our goal. We are

looking for entry-level candidates who love challenges, enjoy working on teams, and are looking to be an industry leader. For more information, visit our website at [www.lutron.com/careers](http://www.lutron.com/careers). EOE/AA.

**Contact:** N/A

**Duration:** Permanent

**Job Function:** Sales

**Employer Description:**

Lutron is the worldwide leader in lighting, automated shade and temperature controls, with headquarters in Lehigh Valley, Pennsylvania and engineering offices in Boston, Philadelphia, South Florida and Austin. We are a privately held manufacturing company with over 4000 design and product patents. We are at the forefront of innovating IoT products for smart homes and connected buildings. We provide solutions for residences that span from 500 sq. ft apartments to 10,000 sq. ft homes and commercial solutions for small office spaces to entire building complexes such as the New York Times Building, Lincoln Financial Field in Philadelphia, Empire State Building and the Guggenheim Museum.

**Allowed School Years:** Senior, Masters, Alumni, Graduating May 2018 - June 2020

**Allowed Major(s):** All Sociology, Marine Biology, Agriculture Public Services, Movement Science, Genetics, Medicine, Business Administration & Management, Network Engineering, Digital Communication, Public Health, Urban Planning, Construction Engineering, Animal Science, Law, Cultural & Ethnic Studies, Industrial Engineering, Dentistry, Family & Consumer Science, Agricultural Production Operations, Psychology, Kinesiology, Religious Studies/Divinity/Theology, Communication Disorders Sciences & Services, Oceanography, Agronomy, Cyber Security, Creative Writing, Special Education, Visual & Performing Arts, Linguistics, User Experience/Social Computing, Epidemiology, Chemistry, Conservation, Pharmacy, Interior Design, Documentary/Film, Landscape & Nursery, Agriculture, Physiological Science, Architecture, Public Relations, Earth Sciences, Zoology, Forensics, Criminal Justice/Criminology, Public Policy, Computer Science, Gender Studies, Health/Exercise Science, Nutrition, Early Childhood Education, Forestry, Plant Sciences/Horticulture, Software Design, Athletic Training, Mathematics, Nuclear Engineering, Classical Studies, Computer Programming, Geology/Mining, Library Sciences, Mathematics Education, Radio, Television, Media, Journalism, General Engineering, History, Social Work/Human Services, Agriculture & Biological Engineering, Marketing, Communication & Media Studies, Mechanical Engineering, Civil/Environmental Engineering, Computer Engineering, Nursing, Biomedical Engineering, Food Science, Materials Science & Engineering, Nautical/Naval Engineering, Philosophy/Ethics, Elementary Education, Cartography, Comparative Literature, Political Science & Government, Human & Child Development, International Studies/Comparative Politics, Fisheries & Wildlife, Counseling, Statistics, Anthropology, Immunology, English, Electrical Engineering, Sales, Soil Science, Foreign Languages & Literature, Data Mining, Natural Resource Management, Cognition & Neuroscience/Biopsychology, Advertising, Secondary Education, Education Administration, Language Arts Education, Speech Pathology, Ecology, Health/Hospital Administration, Physical/Occupational Therapy, Information Systems Management, Microbiology, Physics, Chemical Engineering, Aerospace Engineering, Industrial Design, Biology, Drama & Theatre Arts, and Public Administration majors

**Work Authorization:** US work authorization is required