



Now Hiring: Sales Engineer

About Healthe by Lighting Science

Healthē is the leading provider of air sanitization lighting, focused on science-based lighting solutions to improve the lives of people. The Cleanse® line of lighting solutions addresses the 3 critical threats to indoor environments—people, air, and surfaces—by harnessing the power of UVC light. Healthē is also the leading provider of circadian and biological lighting solutions that help regulate the body's circadian clock, boost performance, enhance sleep and improve air quality. Our heritage lies in Lighting Science and NASA scientists who spent decades developing LED lighting technology and UVC sanitization solutions. This technology is being deployed to reduce the threat that viruses and bacteria pose to people in indoor environments such as restaurants, businesses, schools, senior living communities, sports facilities, and healthcare facilities.

Job Summary

The Sales Engineer is responsible for coordinating with sales and engineering teams as appropriate. He or she will work alongside the Founder & Chief Scientific Officer, a team of sales, business development, marketing, and product management professionals to accelerate growth for the company. A successful candidate will demonstrate a strong attention to detail and foster team unity as strive to achieve department and company-wide business goals.

Job Title: Sales Engineer
Department: Engineering
Reports To: Founder & Chief Scientific Officer
Location: Orlando, FL
Status: Full-time FLSA EXEMPT; At-will
Salary: \$0,000 - \$0,000 (depending on level of experience)

Responsibilities

- Provide support to CSO to ensure follow up on ongoing sales and development efforts.
- Coordinate with sales and engineering teams as appropriate.
- Track, organize and maintain CSO's networks with prospect customers.
- Disseminate information among sales and engineering teams as required
- Becomes knowledgeable in the Healthe product is positioned in.
- Identifies and engages with potential companies to build sales pipeline and generate revenues through researching, networking, attending industry and related events and mapping ecosystem of players in the UVC lighting space.



- Works closely with cross-functional team to convert opportunities into revenue.

Skills & Qualifications

- Bachelor's degree in engineering preferred
- Experience in selling within UV sanitization, or LED lighting industry.
- Ability to grasp and communicate technical concepts.
- Proficient with electrical schematic capture applications, design, and analysis tools
- Results-driven with a strong sense of urgency.
- Proficient in Microsoft Office.
- Takes ownership and drive outcome in ambiguous situations.
- Ability to collaborate in a multi-disciplinary team environment across multiple sites.
- Excellent written and verbal communications.
- High energy, collaborative, organized and driven.
- Self-motivated with strong inter-personal skills.
- Ability to work within a startup culture.
- Ability to travel.