Gasser Bush Associates

30984 Industrial

Livonia, MI 48150

www.gasserbush.com

Gasser Bush Associates is the largest manufacturer’s rep agency of commercial and industrial lighting and lighting controls equipment in the state of Michigan and Northwest Ohio, currently representing over 90 different manufacturers. We work closely with the architectural and engineering design community and sell our products through the electrical distribution channels. You can learn more about us at [www.gasserbush.com](http://www.gasserbush.com).

We are seeking a full time **THEATER LIGHTING AND CONTROLS SALESPERSON** to join our dynamic and growing Advanced Systems Group. Successful candidate will work with theatrical customers to sell lighting, rigging, and controls systems from multiple vendors. Individual will work with multiple internal departments and manufacturer staff to fully support the sale from inception to completion.

Some of the job duties will include:

* Call on accounts on a regular basis for sales and technical support
* Understand and be able to explain lighting controls and rigging equipment and systems from multiple vendors
* Create wiring diagrams and support documentation for controls systems
* Prepare Bids and coordinate with Quotations Department as required
* Work alongside other sales staff for complete project management
* Assess problems and provide suitable solutions
* Interface effectively and professionally with internal and external customers
* Performs all other duties as assigned.

Required Qualifications:

* Associates Degree or Technical College program completion in Technical Theatre or a related field
* Microsoft Office Suite proficient - Lighting Software Experience preferred but not required
* Experience in theatrical lighting- minimum three years working in the industry
* Certification on Electronic Theatre Controls Equipment highly preferred
* Low-voltage Control and Network Communication Systems Experience preferred
* Ability to Read and Understand Electrical Plans
* Excellent organizational skills and effective communication skills
* Ability to work on multiple projects and manage workload to meet project deadlines
* Ability to work independently as well as interact effectively with others
* Ability to Adapt ‘on-the-fly’ to unexpected changes on projects
* Willingness to travel as required – training class trips only, 2-3 times per year for up to 4 days at a time

What Gasser Bush Associates Offers You:

* Competitive pay with vacation and sick days
* Excellent benefits package including medical, dental, vision, flexible spending account, and employee assistance program
* Life insurance and long-term disability
* 401k with company match and profit sharing

**Please forward resume & cover letter to Nick Funaro at nfunaro@gasserbush.com**