



Outside Lighting Sales Representative

Allied Group Sales (AGS) | New Mexico & El Paso Territory

About Allied Group Sales

Allied Group Sales (AGS) is a leading electrical and lighting manufacturer's representative headquartered in Phoenix, Arizona, proudly serving Arizona, Las Vegas, New Mexico, and El Paso since 1997. With over 25 years of industry experience and a team of more than 36 dedicated professionals, AGS has built a reputation as the region's most trusted rep agency.

We represent the best-in-class electrical and lighting manufacturers, delivering top-tier products and solutions for Residential, Commercial, and Industrial projects. Our team is made up of go-getters, creative thinkers, and industry experts who came up through distributors, contractors, specifiers, and manufacturers — people who know this business from the inside out.

Guided by three core principles — Best People, Lasting Partnerships, and Leading Edge Technology — AGS is committed to the mutual success of our manufacturers, our customers, and our team. We also invest in the communities we serve through our AGS Beyond Business initiative.

If you want to work alongside the best in the Southwest and be part of a culture that values excellence, relationships, and growth, AGS is the place for you.

The Role

We are looking for a driven, relationship-focused Outside Lighting Sales Representative to own and grow the New Mexico and El Paso territory. You will report directly to the Vice President of Sales – Lighting & Controls, working alongside a strong team of inside sales, controls specialists, and support staff who have your back.

Who We're Looking For

The ideal candidate brings serious hustle, a genuine love for building relationships, and the confidence to walk into any room — from an architect's studio to a contractor's job trailer — and make things happen. You might be a seasoned lighting rep, a former distributor counter pro

who's ready to get out in the field, or a sales professional from an adjacent industry who's hungry to break into lighting.

We care more about your drive and your ability to connect with people than your resume's perfect match. That said, lighting knowledge is a real asset here — the more you bring, the faster you'll fly.

You are someone who:

- Thrives in a field-based, relationship-driven sales environment
- Is self-motivated, organized, and holds yourself accountable to results
- Can build trust quickly across a wide range of customer types
- Is curious, coachable, and always looking to sharpen your product knowledge
- Sees New Mexico and El Paso not just as a territory — but as your market to own

Responsibilities & Expectations

Specification & Design Community

- Develop and maintain relationships with lighting designers, architects, interior designers, and engineering firms to drive product specifications for AGS's lighting lines
- Present lighting solutions, new product introductions, and technical information to specifiers and design professionals
- Track and manage specifications through the project pipeline from design to close

Contractor & Distribution Sales

- Call on electrical contractors and lighting contractors to promote specified and non-specified projects
- Partner with local electrical distributors to drive pull-through sales and ensure AGS brands are front and center
- Support distributor counter days, lunch & learns, and product training events

Territory Management

- Own the New Mexico and El Paso market — prospecting, managing existing accounts, and identifying new opportunities
- Maintain an active and accurate project pipeline, reporting regularly to the VP of Sales – Lighting & Controls
- Represent AGS at local industry events, trade shows, and association meetings (IES, NAIOP, AIA, etc.)

Collaboration & Growth

- Work closely with AGS inside sales and support teams to deliver a seamless customer experience
- Continuously expand product knowledge across the AGS lighting manufacturer portfolio

- Act as a brand ambassador for AGS and our manufacturers in every customer interaction

Required Experience & Skills

Required

- Must reside in or be willing to relocate to the New Mexico or El Paso market
- Proven track record in outside sales, business development, or account management
- Strong communication, presentation, and relationship-building skills
- Self-starter mentality — comfortable managing your own schedule, territory, and pipeline
- Valid driver's license and willingness to travel regularly throughout the territory

Strongly Preferred

- Background in lighting, electrical, or a closely related industry (distributor, manufacturer, rep agency, contractor, or specifier side)
- Familiarity with the lighting specification process and/or experience calling on architects, designers, or engineers
- Existing relationships in the New Mexico or El Paso electrical/lighting community

Benefits & Perks

AGS is committed to taking care of its people — because we know that great people are our greatest asset. We offer:

- Competitive base salary plus commission structure
- Excellent health insurance coverage (medical, dental, and vision)
- Expense account and company vehicle or car allowance [details to be confirmed]
- Professional development, product training, and manufacturer certifications
- A culture that promotes from within and rewards initiative
- The backing of a 25+ year company with deep roots and strong manufacturer relationships across the Southwest

How to Apply

Send your resume to Michaelk@alliedgroupsales.com and a brief note about your background and why you're excited about this opportunity. We will review all applications and reach out to qualified candidates for an initial conversation.

Allied Group Sales is an equal opportunity employer. We celebrate diversity and are committed to creating an inclusive environment for all employees.