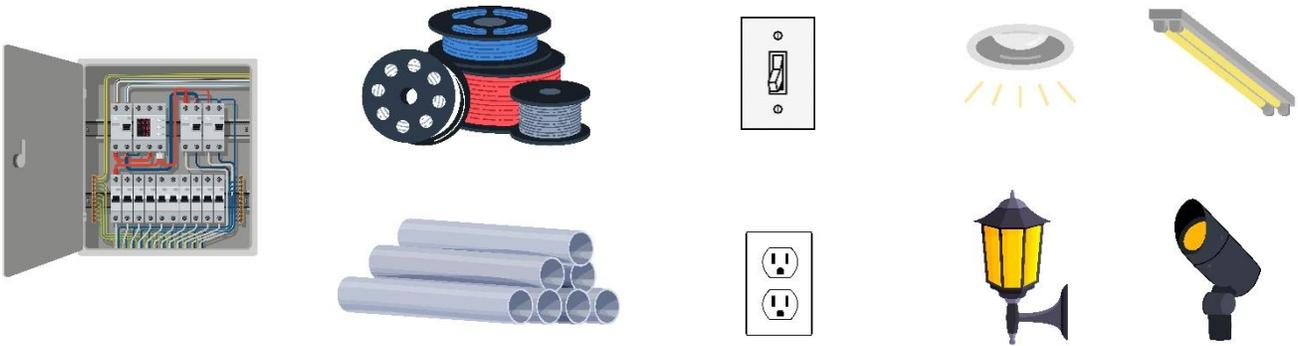


SALES

WHAT DO WE SELL?

We Sell Electrical Supplies



FAQ:

<i>What kind of products do you sell again?</i>
We are basically a grocery store for all electrical supplies (we sell light fixtures, switches & outlets, panels, circuit breakers, wire, etc.)
<i>What brand names would I see on your shelves?</i>

<i>Do you guys install electrical supplies?</i>
No —we sell GOODS, not SERVICES Electricians install these goods 😊
<i>Do I need to have any electrical experience?</i>
Nope —we’ve taken plenty of people who have never had any electrical experience and helped turn them into capable Sales Team Members in a span of 6-12 months (i.e., prior jobs such as: Servers at restaurants and Sales Associates at apparel shops locally)
<i>How do I know that I would actually be capable of learning electrical products?</i>
We have found that the candidates who succeed are the ones who at least have a very basic mechanical inclination —Car Maintenance (do you understand any basics of checking oil, changing wiper blades, replacing a headlight?), Furniture (have you ever assembled furniture out of a box?), Tech (have you set up a new phone or Wi-Fi system?)

TO WHO?



Our Customers Are Mostly Electricians (& Some Homeowners Too!)

FAQ:

<i>Who are your Customers?</i>
Mostly 80% Electricians ... But we provide service to many people—Builders, Property Managers, Restaurants, Homeowners, etc.
<i>Are your Customers mostly familiar or strangers?</i>
Most of our Customers are repeat Customers who you will be talking to every day!
<i>What is your Sales territory?</i>
Delmarva-only

WHY?

To Help Bring LIGHT To The Local Delmarva Community!

Our Electrical Supplies Are Needed In Every Building—
Homes, Businesses, Restaurants, Hotels, Healthcare, Skate Parks, Sport Fields, etc.



HOW?



You will be receiving orders from Customers via in-person (at the Sales Counter) or via (phone call or email); and then, you will put the into our point-of-sale system called “Eclipse.”

FAQ:

How big are the tickets, like how many different items are on them?

You will have a range:

- **Small Tickets**
(1 light bulb—for a Homeowner who had a light bulb burn out in their kitchen)
- **Medium-Sized Tickets**
(1 light fixture, 1 light switch, 1 wall plate, ~25 feet of wire—for an Electrician installing a new light fixture on a Homeowner’s patio)
- **Large-Sized Tickets**
(40 switches, 40 receptacle outlets, 60 pop-in wafer lights, etc.—for an Electrician installing their “Trim-Out” stage after drywall has been applied in a new house)

What Does “A Day In The Life” Look Like?



A day in the life of an Electrical Supply Salesperson is busy, with a unique rhythm—but at the core, it’s all about keeping Electricians well-supplied and on schedule.

The **morning** kicks off with the “rush hour” of Electricians. Phones ring, emails stack up, and Electricians line up at the Sales Counter—everyone wants wire, circuit breakers, boxes, and answers immediately so they can head to the job site. It’s all hands on deck: putting in orders and making sure Delivery Trucks leave here on time!

Once the dust settles **late-morning** around 10 a.m., you can finally think proactively. Now you’re playing “Detective”—following up with Customers to see if bids from yesterday can be flipped into new Sales Tickets, scheduling deliveries for products on hold, and nudging Vendors on stubborn backorders (asking them if products we are waiting for have been shipped and if they have tracking numbers).

By **midday**, it’s lunch—a chance to recharge for the afternoon push.

Early afternoons are the sweet spot for catching up. You reach out to dormant Customers, troubleshoot closed Tickets (like handling returns or Vendor replacements), and clean up paperwork.

But sure enough, the **late-afternoon** surge hits—Electricians are gearing up for tomorrow. Phones buzz, the Counter fills, and you’re back to high-speed order taking, ensuring every crew leaves with what they need to hit the ground running.

By the time the lights go out, you’ve helped multiple Electricians look good and have a smoother day on the job. It’s busy but never boring—because every day, you’re doing your part to bring light to the Delmarva community (homes, restaurants, shops, skate parks, etc.)... one Sales Ticket at a time! 😊

FAQ:

How will I learn products/procedures?

Live-action experience at the Sales Counter (being physically present for thousands of Sales transactions), **talking with our experienced Sales Team** (we have multiple Teammates in the 10+ and 20+ years’ experience range, plus fellow rookies too!), and **training materials** (we have online modules/tests and take-home books available)