

Account Manager – Architectural Lighting

LLI Architectural Lighting, LLC • Buffalo Grove, IL (Hybrid)

About Us

At LLI Architectural Lighting, we help architects, designers and contractors bring ambitious spaces to life. Our custom architectural LED solutions are specified in some of the country's most innovative commercial projects—and we're growing. We're large enough to work on nationally recognized projects but small enough that every person here has real impact.

We're looking for an experienced Account Manager who thrives in a fast-paced, technical environment and enjoys solving complex challenges for customers. If you're passionate about architectural lighting, love building trusted relationships and are energized by turning opportunities into successful projects, we'd like to meet you.

What You'll Do

You'll be the primary point of contact for a portfolio of independent manufacturer's representatives, guiding projects from concept through shipment. Day-to-day, that means:

- Develop accurate, technically sound quotations for custom architectural lighting projects
- Review plans, specifications and fixture schedules to recommend the right lighting solutions
- Partner with architects, lighting designers, contractors, distributors and manufacturer's representatives to keep projects on track
- Coordinate internally with engineering, production, project management and regional sales to deliver a great customer experience
- Manage multiple projects simultaneously while staying accurate, responsive and detail-oriented
- Build long-term relationships by becoming a trusted technical resource for your customers
- Proactively identify opportunities to improve satisfaction and grow existing accounts

What Makes You Successful

You enjoy solving technical problems while building lasting relationships. You likely have:

- 3+ years of experience in architectural or commercial LED lighting
- Experience preparing quotations, project proposals or technical sales packages
- The ability to read architectural drawings, reflected ceiling plans, specifications and lighting schedules
- Strong knowledge of LED fixtures, drivers, controls and low-voltage lighting systems
- Outstanding communication and follow-up skills
- Great organizational skills and the ability to juggle multiple projects and deadlines
- A collaborative mindset and a genuine desire to help customers succeed

Preferred

- Experience working with manufacturer's representatives
- Familiarity with QuickBooks Enterprise or similar ERP systems
- Bachelor's degree or equivalent industry experience

Why LLI Architectural Lighting?

We're a fun-loving, collaborative group that takes the work seriously but doesn't take itself too seriously. Here's what you can expect:

- Hybrid work flexibility
- Direct access to leadership—no bureaucracy
- Real opportunities to grow as we expand; we give people responsibility early and promote from within
- Custom, interesting projects—not commodity products
- A team that values innovation, accountability and doing great work together

Benefits

- Medical insurance
- Dental insurance
- 401(k)
- Paid Time Off
- Hybrid work environment

Ready to join us?

If you want to work somewhere your technical expertise, customer relationships and ideas truly matter—we'd love to hear from you.

Send your cover letter and resume to people@lialighting.com.