



LUNA LIGHTS

We believe safety should be simple, automatic, unobtrusive and even kind of cool.

Luna Lights is led by a group of engineers on a mission to help older adults stay safe and healthy using proprietary technologies, predictive data analytics and old-fashioned creativity. We're smart, fun and focused on capitalizing on our current success to grow even faster.

And we're not growing because of some valley-driven-VC-pushed-faux-culture-of-entrepreneurship. No, we're growing because our work has a profound impact on the lives of loved ones.

Our work matters.

Our purpose is strong.

Our accomplishments are real.

Here's the thing, if you think it feels straight-up weird to drive without a seatbelt, keep reading, this job may be for you. If you're looking to make a dent in the world, awesome, you may have found the right place. If you're empathetic, kind, hard-working and fired-up by the prospect of being part of something bigger than a paycheck, you're cut from our kind of cloth.

Our initial product is rewardingly simple on the outside, but packed with sophistication, engineering prowess and loads of human brain power on the inside. We've developed a system of wireless, modestly bright wall-mounted, perimeter lights that get triggered when a person gets out of bed. A small, innocuous pressure sensitive tape runs across the users mattress. When the pressure is relieved, the lights go. This system has proven to be wildly effective in preventing nighttime falls for older adults; and falls for our aging population is a very big deal.

Luna Lights is searching for a sales professional to help our team extend our reach and impact the lives of more people in need. Ideal candidates have a strong knowledge of the senior care sector and real-world experience selling in this unique environment.

You'd be a great candidate if...

Yes, sales *professional*. That means you conduct yourself like a pro, in every situation and at all times. You treat clients, prospects and colleagues with care and respect. You're honest and believe integrity is vital in all you do. You talk in truths not hopes and your work is organized, timely and thorough.

You should understand that creating solutions to problems is something everyone at Luna Lights must do, including you. We're small, which means you'll wear a variety of hats. You'll be a self-starter, and you'll thrive on learning new strategies, technologies and roles. You'll be persistent, knocking down walls and forging new trails.

Crafting stories comes easy to you; so does cordial conversation with strangers. You need to be an extrovert, willing to engage in robust dialogue about important information with all interested parties. In fact, the Dos Equis "most interesting person in the world" commercials were probably based on your life.

You understand the power of a handwritten thank you note. You value both building and maintaining relationships...and customer service is a craft you've mastered. You return calls promptly, you proactively seek solutions and your honesty is never in question.

The sales professional at Luna Lights will be responsible for developing an overall sales strategy as well as identifying prospects that become a fast-flowing pipeline of opportunity. CRM tools are your friend, not your foe. Over time you'll build a larger, national team to further our growth. Your role will include travel and everywhere you go, you'll represent our brand, raise awareness in the space and influence others toward action.

Of course, there's plenty in this for you too! In the past we've enjoyed batting practice on Wrigley Field, we've enjoyed a private concert with 'The Killers' and even a sojourn to take in the 'Steve Harvey Show'. Not enough?

Well, how about autonomy in your role, input into major decisions, tremendous flexibility of both hours and role description, generous time off for major holidays and equity in the company itself.

The Basic Requirements

- Bachelor's degree or above from a respected school
- 3-5 years of relevant work experience with a compelling list of contacts you're excited to explore new possibilities with
- Jedi master of customer service and operational flexibility
- You're likable, fun, kind and an all-around good person
- Able to communicate our purpose and beliefs without a single slide or brochure
- True self-starter. There is much to do, we're hiring you to do it

Luna Lights offers a competitive salary, paid vacation days, a pair of custom Nike shoes upon your one-year anniversary, a truly congenial, collaborative and professional work environment, copious amounts of creative freedom and an opportunity to build something you'll be proud of. If you're interested in learning more, please send your resume and any questions to careers@lunalights.org.