



WELCOME TO LESTER SALES



"We continue our journey to build the manufacturer's representative of the future.

Our team is very proud of what we have accomplished to date, but still humbled by all that remains to be done. Together we can do great things. I appreciate that you have taken the time to learn a bit about us."

- John Scott, CEO Lester Sales Company



COMPANY OVERVIEW

Lester Sales is a results-driven team dedicated to helping our vendor partners thrive. We believe success is built through thoughtful planning, consistent execution, and a deep commitment to shared goals. That's why we invest the time, talent, and resources needed to deliver measurable results.

In 2023, Lester Sales became an Employee Stock Ownership Plan (ESOP) company. This ownership structure empowers our employees with a vested interest in our collective success and enhances the stability and dedication we bring to our manufacturer partnership. Our commitment to performance, innovation, and service is stronger than ever.

While we honor the principles that built our reputation, we remain agile and proactive in meeting the evolving needs of our partners. This overview reflects who we are today and the high level of service, integrity, and partnership you can expect when working with Lester Sales.

PARTNERSHIP

At Lester Sales, strong partnerships are the foundation of our success. We are proud to work with some of the most respected manufacturers in the industry—relationships we've earned through a results-driven, resource-backed sales approach.

50+ YEARS

nVent Hoffman

30+ YEARS

SolaHD Pass & Seymour RobRoy 15+ YEARS

Bridgeport Cablofil Cantex Flectri-Flex

Gregory Industries
Wiremold

10+ YFARS

American Conduit Federal Signal

CORE VALUES

Our culture is built on respect, integrity, and service to our customers, our manufacturers, and one another. At Lester Sales, we believe that when people are supported and empowered, they thrive.

As employee-owners, our team is more invested than ever in delivering exceptional results. We are committed to fostering an environment where individuals can grow professionally, develop their skills, and take pride in the work they do each day. When we succeed, we succeed together.



OUR PEOPLE Lead with Integrity Knowledgeable Goal Oriented Results Driven

OUR PRACTICES
Relationship Focused
Quality Service
Ethical
Customer First

LESTER SALES LEGACY

"Straight shooters always win."

OUR STORY

1958

In the spring of 1958, Ernie Lester founded Lester Sales Company in Indianapolis, Indiana. Ernie's vision was to build an agency that offered a premier level of representation for the top electrical manufacturers. This became a reality due to his tireless commitment to locate, recruit and hire the best of the best.

TODAY

Lester Sales is led by John Scott, who brings over thirty years of experience in electrical distribution and holds a Master's Degree in Industrial Distribution from Texas A&M University. Under his leadership, the company has continued Ernie's legacy, building the future on a foundation of strong relationships with employees, manufacturers, and customers.

In 2023, that legacy entered a new chapter as Lester Sales became an employee-owned company, further reinforcing our long-standing belief that shared success starts with shared commitment.

LOGO

The archer represents Ernie's long standing motto, "Straight shooters always win." His motto continues to guide the employees and leadership of Lester Sales Company. We continue to honor the tenants of our founder while building a professional sales organization that exceeds the expectations of our partners.



Original Lester Sales Company logo.

"Lester Sales involvement from top to bottom with projects and opportunities helps close business. The support structure that Lester has is second to none. They are trusted advisors. We have open lines of communication and it's a great relationship."

- Feedback Collected from a 2024 Customer Survey

HOW WE WORK







"TO MARKET" MODEL

The most valuable resource at Lester Sales is our people. Our "to market" model is centered on supporting customers by employing the following assets:

1. ENGAGED MANAGEMENT TEAM

This team remains tightly connected to our distributor network, vendor partners and end users.

2. EFFECTIVE OUTSIDE SALES TEAM

Our outside sales team leads with professionalism, enthusiasm, and passion. With deep roots and trusted relationships in each local market, they bring regional insight and personal commitment to every customer interaction.

3. EXPERT PRODUCT SPECIALISTS

These specialists cover an area of expertise and support our outside sales team and customers with training, product applications and field visits.

4. OUTSTANDING INSIDE SALES / POST SALES SUPPORT

Our inside sales and post sales support teams offer unparalleled support through: product and application consultation, quoting services, order follow up, and problem resolution.

FOCUSED DIVISIONS

Lester Sales is built around four core divisions that work together to drive growth and deliver value: Commercial, Industrial, Lighting, and Logistics. Each plays a unique role in serving our customers and supporting our partners. It's a well-rounded model that reflects our commitment to service, innovation, and long-term success.

What makes this structure powerful is how it balances the business across multiple categories. Each division carries its own focus, yet our sales team represents the entire line card, so every customer interaction is backed by the full strength of Lester Sales. This balance ensures that we always have solutions to bring forward and keeps us aligned with the evolving needs of the market.

FOCUSED DIVISIONS

Commercial

Industrial

Lighting

Logistics

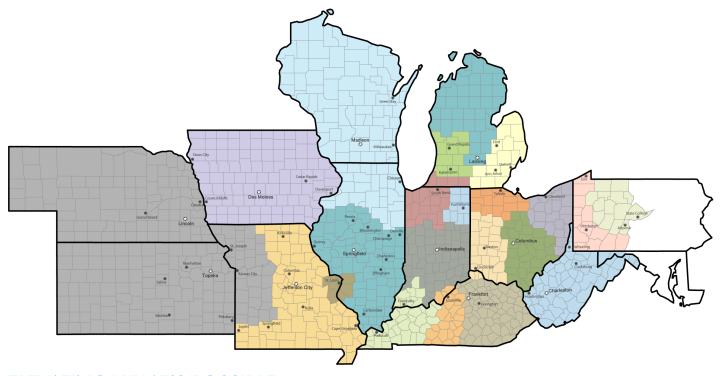
HOW WE WORK



HOW WE WORK

TERRITORY STRUCTURE

To ensure personalized support and strategic coverage, our 12-state territory is divided into smaller, county-based regions. These regions are then organized into five larger market areas, each led by a dedicated Sales Leader. This structure allows us to stay closely connected to local customers while maintaining the efficiency and coordination of a broader regional strategy.



ELEVATING WHAT'S POSSIBLE

Choosing a representative is a critical decision for any manufacturer, and not all reps are created equal. At Lester Sales, our culture and values are just the beginning of what sets us apart. We pair decades of proven success with a forward-looking mindset, continually reinvesting in our people, processes, and partnerships to ensure long-term growth.

We don't just represent products; we represent potential. From our employeeowned structure to our strategic, results-driven approach, every part of our business is built to help elevate yours.

There are many reasons why Lester Sales stands out in a crowded field. We welcome the opportunity to connect and share what makes us different and how those differences can benefit your organization.





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