



August 1, 2017

## **Veteran Lighting Sales Manager Kevin Grayson Named SVP Channel Sales of LED Lighting Provider Orion Lighting**

MANITOWOC, Wis., Aug. 01, 2017 (GLOBE NEWSWIRE) -- Orion Energy Systems, Inc. (NASDAQ:OESX) ([Orion Lighting](#)), a leading designer and manufacturer of high-performance, energy-efficient retrofit lighting platforms, announced today the appointment of Kevin Grayson as Senior Vice President for Channel Sales. Mr. Grayson brings to Orion over 20 years of lighting industry sales management experience with several industry-leading manufacturers and manufacturer's rep agencies. He has particular expertise managing channel and agency sales and will be responsible for overseeing Orion's expanding national network. He will report directly to Orion's COO Scott Green.

Teams led by Mr. Grayson have generated record sales of LED lighting solutions. He also has a strong track record in developing new market regions on behalf of leading national lighting manufacturers.

Orion COO Scott Green commented, "Our deep customer service commitment extends to our agency partners and electrical distributors. Orion recognizes that it must invest in our agency and distributor relationships to ensure our agency partners are well informed about our products, their specifications, differentiating features and total cost savings. Kevin will ensure that they are well acquainted with our custom design capabilities and rapid turnaround time from initial quotes through product shipment and after sales support. We believe our focus on quality, performance and excellent customer service, leveraged by a national network of committed sales agencies, will enable Orion to achieve solid long term growth and financial performance."

Orion CEO Mike Altschaeffl, commented, "Building out a vibrant national sales agency network is a core component of Orion's growth strategy. We have made substantial progress over the past eighteen months as our agency network now has grown to nearly 50% of our product sales. We believe Kevin brings the ideal mix of talent and deep industry experience to strengthen and guide our agency network to further growth and success."

Most recently Mr. Grayson served as Regional Vice President of Sales for the Southeast at WattStopper, a Legrand Group brand that manufactures energy efficient lighting controls for commercial and residential use. Previously, he was Vice President for the Southern Region at Juno Lighting Group, an Acuity Brands company.

Prior to Juno, Mr. Grayson was instrumental in generating over \$60M in sales while at Philips, managing their Day-Brite Capri Omega lighting product unit in the Southeast.

Having also managed his own lighting agency, Grayson Lighting Group, Mr. Grayson brings crucial understanding of the priorities and needs of agency partners working with electrical distributors, as well as substantial experience in negotiating and managing clients within government, healthcare and private sector verticals.

### **About Orion Energy Systems, Inc.**

Orion is a leading designer and producer of energy efficient lighting and retrofit lighting solutions for commercial and industrial buildings. Orion manufactures and markets connected lighting systems encompassing LED solid-state lighting and smart controls. Orion systems incorporate patented design elements that deliver significant energy, efficiency, optical, and thermal performance that drive financial, environmental, and work-space benefits for a wide variety of customers, including nearly 40 percent of the Fortune 500.

### **Safe harbor statement:**

Certain matters discussed in this release, including under "achieve solid long term growth" and "further growth and success", are "forward-looking statements" intended to qualify for the safe harbor from liability established by the Private Securities Litigation Reform Act of 1995. These forward-looking statements may generally be identified as such because the context of such statements will include words such as "anticipate," "believe," "could," "estimate," "expect," "intend," "may," "plan," "potential," "predict," "project," "should," "will," "would" or words of similar import. Similarly, statements that describe the Company's future plans, objectives or goals are also forward-looking statements.

The forward-looking statements made herein are made only as of the date of this press release and the Company undertakes no obligation to publicly update any forward-looking statements, whether as a result of new information, future events or otherwise. More detailed information about factors that may affect our performance may be found in our filings

with the Securities and Exchange Commission, which are available at [www.sec.gov](http://www.sec.gov) or at [investor.orionenergy.com](http://investor.orionenergy.com) in the Investor Relations section of the Company's Web site.

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Source: Orion Energy Systems

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