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Job Description

Job Title: SOLUTIONS ACCOUNT EXECUTIVE - PERFORMANCE CONTRACTING

Department: Direct Sales

Role: Consult/sales to clients, customers and organizations, retrofit, energy efficiency, hvac systems

ESSENTIAL FUNCTIONS

The Energy/Hvac Solutions Account Executive will successfully deliver total solution deals to its customers. These total solutions will include equipment, parts, services, controls and other financial vehicles which provide value and savings to the customer. The Account Executive will utilize value added and financial selling techniques to develop and close such deals.

Through existing relationships and other company Account Managers, this person will identify and develop opportunities to drive orders closure. They will work with customers to determine the customer's needs and business issues in order to develop appropriate solutions. The Account Manager will also identify new growth initiatives to increase the total solution to the customer.

QUALIFICATIONS AND REQUIREMENTS:

- BS or BA in Engineering, Business or Marketing or equivalent technical discipline.
- Ability to generate proformas for various business situations
- Proven commercial experience with demonstrated ability to influence internal and external customers.
- Ability to develop effective long-term business relationships at all levels of Customer organization.
- Knowledge of customer financial drivers and needs.
- Customer focused mindset with ability to respond quickly to customer needs.
- Proven ability to successfully manage multiple projects at the same time
- Strong communication and presentation skills

DESIRED:

- Proven success in creative deal closing
- Solid understanding of commercial terms and conditions
- Financial experience (MBA or equivalent)
- 3+ years of sales experience
- Understanding of Six Sigma process and application

QUALIFICATIONS To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

EDUCATION and/or EXPERIENCE

Bachelor's degree in engineering, business or marketing from four-year college or university; and 3-10 years relevant experience.

LANGUAGE SKILLS

Ability to read, analyze, and interpret the most complex documents. Ability to respond effectively to the most

sensitive inquiries or complaints. Ability to write speeches and articles using original or innovative techniques or style. Ability to make effective and persuasive speeches and presentations on controversial or complex topics to top management, public groups, and/or boards of directors.

MATHEMATICAL SKILLS

Ability to work with mathematical and financial concepts such as proformas, probability and statistical inference, and fundamentals of plane and solid geometry and trigonometry. Ability to apply concepts such as fractions, percentages, ratios, and proportions to practical situations.

REASONING ABILITY

Ability to define problems, collect data, establish facts, and draw valid conclusions. Ability to interpret an extensive variety of technical instructions in mathematical or diagram form and deal with several abstract and concrete variables.

WORK ENVIRONMENT

This position works in a typical office environment with visits to other offices, plants, and job sites. Frequent outdoor travel is required to visit customers. During visits to job sites, the employee is occasionally exposed to moving mechanical parts, extreme heat, and risk of electrical shock.

If you are interested in applying for this position please forward you resume to the following:

Terry Craig
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