

## Sales Director - Northeast

### Primary Purpose:

The primary objective of this role is to generate sales of complex products and services to an allocated account(s), territory(s) or industry(s) throughout each region assigned with minimal direction. In addition, this person will create and execute their market sales activity, focusing on identifying cost saving or value-generated opportunities.

### Responsibilities/Accountabilities:

- This role will include working as a lead energy partner, developing the set-up and implementation for new clients and creating an energy sales plan.
- Sales Directors will utilize executive level information and insight from the client to continuously assess the potential for a strategic relationship. Maintaining all aspects of the on-going client relationship, generating new business, tracking all activity/progress on the account site, providing pre and post sales support for their region and clients.
- Sales Directors must be able to articulate the benefits of a portfolio of products and services offered by Sempra. Must be able to apply market and account skills necessary for dealing with specific target audiences, including the delivery of energy solutions and commodities, as applicable, working closely with cross-functional team members from Commercial Structuring, Delivery and Operations, and Management Services.
- The role will also include the production of weekly sales management reports utilizing the CRM system.

### Qualifications:

- This position requires an undergraduate degree (in finance, business or engineering), MBA preferred.
- Business to business sales experience, with unregulated energy commodity sales and marketing, and engineering services.
- Seven to ten or more years experience in proven sales closing transactions.
- Large territory accounts handling senior levels to major corporations experience preferred.
- Strong interpersonal, communication, and negotiating skills to ensure issues are identified early and feasible solutions are developed on a timely basis.
- Ability to develop and present formal presentations to internal, external and Sr. Management groups.
- Must be self-directed and able to learn business and new products quickly.
- Ability to work and contribute as an effective team player in a fast paced sales environment.
- May be responsible for leading and/or mentoring other sales personnel on sales procedures, industry techniques, as assigned.
- Aptitude to work independently to adapt to changing industry demands and internal and external factors.
- Problem solver, offering practical thinking and approaches when applicable, providing sound analysis and judgment when making decisions and/or recommendations.
- Must have excellent product and customer knowledge to educate customers on pricing and application of competitive advantages to meet or exceed customer needs.
- Excellent database, spreadsheet, and word processing.
- Excellent communication skills, both written and verbal
- Travel required.
- Sitting and standing for long periods of time