

## **Sales Manager – Northeast**

### Primary Purpose:

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

### Responsibilities /Accountabilities:

- This role will include working as an energy partner, coordinating the set-up and implementation for new clients and the development of the energy sales plan.
- Sales Managers will maintain all aspects of the on-going client relationship, generating new business, tracking all activity/progress on the account site, on a regional basis providing pre and post sales support.
- 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.
- Four or more years experience in proven sales closing transactions.
- 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 and external 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.
- Aptitude to work independently with minimum supervision to adapt to changing job functions and environment.
- Must have excellent product and customer knowledge to educate customers on pricing and the 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.