

**Company** Optimum Energy, LLC<sup>®</sup>  
**Position** Regional Business Development Manager  
**Functional Area** Sales/Sales Support  
**Location** PA – Philadelphia or Region  
**Req ID** BM001  
**FLSA Status** Exempt, Salaried  
**Reports to** VP Sales  
**Experience Level** Mid Level  
**Required Education** Bachelors Degree  
**Required Travel** 40%

Optimum Energy LLC is the leading provider of software solutions and services for ultra high performance HVAC. Optimum Energy's patented technology reduces HVAC energy consumption in commercial and public sector buildings by up to 60%, and its Web services provide ongoing performance measurement, verification and management to ensure savings persist. HVAC efficiency solutions from Optimum Energy help customers save money, reduce their environmental footprint, and earn LEED and ENERGY STAR certification. Headquartered in Seattle, Washington, Optimum Energy also has satellite offices in California, Texas, Pennsylvania, Maryland, New York and Massachusetts.

Optimum Energy is an Equal Opportunity Employer encouraging diversity in the workplace.

#### **Position Summary**

This position is responsible for management of the company's sales account executives in the East Region. The region includes the following offices: Atlanta, Baltimore, Boston, Chicago, Philadelphia and New York City.

#### **Responsibilities**

This unique individual will be responsible for:

1. Identifying market targets; working with direct reports to keep current on market business and trends.
2. Managing regional sales team; including sales 1x1s, sales mentoring, performance review process, forecasting and salesforce.com pipeline management.
3. Driving sales of Optimum Energy's products and services.
4. Effectively engaging regional business partners to develop channel market opportunities.
5. Achieving Regional booking and gross margin goals.
6. Preparing accurate and thorough sales activity reports, forecast reports and expenses.
7. Interviewing, hiring and replacing new sales resources as needed in the region.

#### **Requirements**

Demonstrates and applies comprehensive knowledge of field of specialization to the successful completion of complex assignments. Demonstrates advanced knowledge of concepts, practices, and procedures of particular area of specialization. Demonstrates significant knowledge of organization's business practices and issues faced and contributes to problem resolution of those issues.



Performs advanced areas of work for the professional field. Applies advanced skills to resolve complex problems not covered by existing procedures or practices. Displays a high level of critical thinking in bringing successful resolution to high-impact, complex, and/or cross-functional problems

Provides specialized guidance or training support of professional sales staff. Leadership qualities and role model qualities demonstrated. The ability to provide sales coaching using proven sales processes will be critical to success in this position. Develops strategic business plans to support market share objectives. Supports advanced and leading-edge programs for account and channel development. Provides advanced and comprehensive technical application assistance in key sales situations. Influences industry standards by participating in appropriate industry organizations. Drives business development within assigned key accounts and/or markets.

### **Qualifications**

1. Mechanical Engineering or related discipline degree or similar knowledge of engineering fundamentals and HVAC concepts.
2. Advanced degree (MBA) preferred, or equivalent combination of education and experience as a seasoned sales management professional
3. Minimum 10 years of successful experience in related field; 5+ years management experience required.
4. Track record of proven results with references.
5. Ability to build long-term client relationships.
6. Drive and energy.
7. Excellent written and oral communication skills.
8. Proficient computer skills: Microsoft Office and Salesforce.com
9. Experience working with web-based team collaboration applications.
10. Ability to comprehend and review technical documentation and contracts.

Compensation: competitive + target incentive, options and benefits

If you think you could be a successful member of our team, please send your cover letter and resume to [OEjobs@optimumenergyco.com](mailto:OEjobs@optimumenergyco.com).

