

Company Optimum Energy

Position Business Development Representative

Functional Area Sales

Location Seattle -WA

Req ID WA06

Job Classification Non-Exempt

Job Time Full-Time

Experience Level Entry Level

Required Education Bachelors Degree or equivalent experience

Required Travel 0%

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, Philadelphia, Maryland, New York and Boston.

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

We are looking for an experienced, motivated Business Development Representative. This position will be based in Seattle, Washington and supports a regional Account Executive team. This individual reports to the Inside Sales Manager with major duties that include: market research, cold calling, remote presentations, digital calculations and customer qualification.

The responsibilities of this position include:

- Lead generation and qualification for HVAC software application
- Discovery: determining the prospect "fit", the key decision makers involved in making the decision, and roadmap and timeline for the decision
- Demonstrating the product features to technical influencers and business decision makers
- Preparing and presenting solutions to prospects
- Tracking all inside sales activity in our CRM tool, Salesforce.com
- Coordinating within a team selling environment with multiple Account Executives.
- Researching, keeping up-to-date with target market.

Requirements

- 5 years' experience as an inside sales rep/business development rep
- Experience working in a complex, non-transactional, sales environment
- Track record of proven results
- College degree or equivalent
- Drive and energy
- Good communication skills
- Ability to support a team selling approach
- Process-oriented
- Proficient computer skills: Microsoft Office, CRM tool (preferably Salesforce.com)
- Background in mechanical engineering/HVAC a plus

Compensation: competitive + incentive, benefits, options

If you think you could be a successful member of our team, please send your cover letter and resume to oejobs@optimumenergyco.com.

