

**Company** Optimum Energy, LLC<sup>®</sup>  
**Position** Enterprise Account Manager  
**Functional Area** SA - Sales/Sales Support  
**Location** WA - Seattle  
**Req ID** EM002  
**FLSA Status** Exempt; salaried  
**Reports to** VP Sales  
**Experience Level** Mid Level  
**Required Education** Bachelors Degree or equivalent experience  
**Required Travel** 30%

Optimum Energy is an international Seattle-based company with patented, reliable, ultra high performance OptimumHVAC™ software that reduces energy consumption and operating costs in commercial buildings by an average 50 percent. OptimumHVAC™ is compatible with all Building Automation Systems, and can be installed by any licensed mechanical or controls contractor. OptimumHVAC™ tracks building performance remotely and measures and verifies equipment operations and savings on both a real time and historical basis via our OptimumHVAC™ Services.

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

### Position Summary

Supports Enterprise Partner channels through corporate relationship. Develops strategic business plans to support market share objectives. Develops advanced and leading-edge programs for account and channel development. Provides advanced and comprehensive technical assistance in key sales situations to Enterprise Partners. Drives business development within assigned key accounts and/or markets in geographies without local sales support. Supports Account Executives within geographic locations. Guides Enterprise Partners by providing marketing advice and leadership to ensure overall market effectiveness.

Performs advanced areas of work for the professional field. Displays a high level of critical thinking in bringing successful resolution to high-impact, complex, and/or cross-functional problems. Has a strong understanding of securing contracts, identifying available funding, and transfers that understanding into programs, processes and tools that help Enterprise Partners find, propose and close projects. Will need to track and report on wins and losses and make adjustments when necessary. May also develop advanced business programs to help the Enterprise Partner business channels win business in key vertical markets.

### Responsibilities

This unique individual will be responsible for:

1. Identifying vertical market targets; along with keeping current on geographic market business and trends.
2. Developing and executing a Partner sales plan; including expanding geography as needed.
3. Sales function in geographies that do not have Account Executive resources.
4. Support Account Executives and Business Development Representative in Partner geographies.
5. Educating partners about Optimum Energy's efficiency technologies.
6. Provide consistent messaging across Partner offices and geographies.
7. Driving sales of Optimum Energy's products and services.



8. Effectively performing needs assessments, develops sales proposals, financial analysis, and presentations.
9. Achieving booking and gross margin goals with active Partner report card.
10. Ensuring Partner and Optimum Energy project coordination.
11. Preparing accurate and thorough sales activity reports, forecast reports and expense tracking.
12. Measuring corporate level success for National and/or Partner accounts.
13. Managing corporate sales programs such as discounts, rebates and incremental incentives.

**Requirements:**

1. Minimum 7 years sales experience in the commercial HVAC industry.
2. Mechanical Engineering degree or similar knowledge of engineering fundamentals and HVAC concepts.
3. Track record of proven results with references.
4. Ability to build long-term client relationships.
5. Experience selling to channel Partner customers.
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, commission, benefits, and options

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).

