

Company Optimum Energy, LLC[®]
Position National Account Manager
Functional Area SA - Sales/Sales Support
Location WA - Seattle
Req ID NAM001
FLSA Status Exempt; salaried
Reports to VP Sales
Experience Level Mid Level
Required Education Bachelors Degree or equivalent experience
Required Travel 30%

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

Supports and develops national corporate relationship. Develops strategic business plans to create market share objectives. Develops advanced and leading-edge programs for Fortune 500 companies. Drives business development within assigned key accounts and/or markets in geographies without local sales support. Supports Account Executives within geographic locations. Provides advanced and comprehensive technical assistance in key sales situations to Account Executives. Guides national relationships 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 lead to proposing and closing projects. Will need to track and report on wins and losses and make adjustments when necessary. May also develop advanced business programs to help 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 national 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 respective geographies.
5. Educating owners about Optimum Energy's efficiency technologies.



6. Provide consistent messaging across offices and geographies.
7. Driving sales of Optimum Energy's products and services.
8. Effectively performing needs assessments, developing sales proposals, financial analysis, and presentations.
9. Achieving booking and gross margin goals.
10. Ensuring national account 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 accounts.
13. Managing corporate sales programs such as discounts, rebates and 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. Large account management experience.
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.

