

Company Optimum Energy

Position Higher Education California

Functional Area Sales

Location West Coast - San Francisco/Los Angeles

Req ID SA010

Job Type Regular

Job Time Full-Time

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, Philadelphia, Maryland, New York and Boston.

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

We are looking for motivated individuals with a depth and breadth of experience in selling into the Higher Education HVAC industry to develop business in the western United States. This position will be based in San Francisco or Los Angeles and serves Arizona, California, Nevada and Utah.

This unique individual will be responsible for:

1. Identifying market targets; along with keeping current on vertical market business and trends.
2. Developing and executing a higher education vertical market sales plan.
3. Educating potential clients about Optimum's energy efficiency technology.
4. Networking with owners, mechanical and building automation contractors and ESCOs.
5. Driving sales of Optimum Energy's products and services in the assigned geography.
6. Effectively performing needs assessments, developing sales proposals, financial analysis, and presentations.
7. Achieving booking and gross margin goals.
8. Following up on sold projects to ensure customer satisfaction.
9. Ensuring thorough sales to engineering turnover and monitoring progress.
10. Preparing accurate and thorough sales activity reports, forecast reports and expense tracking

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 and operations.
3. Track record of proven results with references.
4. Ability to build long-term client relationships.
5. Experience selling to end-user 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 + 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.

