

Description

Pure Power Engineering, Inc. is looking for an experienced salesperson to develop long-term relationships with customers and sell our professional engineering services. This individual should have excellent communication and negotiation skills, be self-driven, and customer service focused in a B2B environment.

Candidate shall implement and execute a sales strategy of Pure Power's electrical, structural, & owner's engineering services, including:

- Construction Documents as the Engineer of Record (Drawings)
- Power Studies
- Generation modeling (PVsyst) & analysis.
- Development Engineering (Interconnection application, feasibility reports, etc.)
- Owners & Engineering
- Site review & Construction QC

Our clients include contractors, EPCs (Engineering, Procurement, Construction), and developers in the commercial & utility scale solar market.

Responsibilities**Research Accounts**

- Research and identify additional prospects and decision makers within each client organization.

Prospecting for new sales opportunities (projects).

- Regularly contact each prospect to build the relationship and inquire about new opportunities.
- The primary method for contacting clients is phone and cold calling. The secondary method of contact is email.
- Develop and own strategic customer relationships with key decision makers.

Pipeline Management

- Develop and maintain a pipeline of opportunities.
- Actively manage the pipeline and make necessary weekly adjustments to keep the flow balanced throughout the pipeline.
- Forecast sales for each customer(s).

- Ownership and accountability for the pipeline in the Dynamics CRM that tracks the win activity to keep the company on track to meet sales and revenue targets.

Proposal Generation

- Consult clients to understand their needs.
- Perform technical due diligence on requests for proposal (RFP).
- Develop a scope of work and pricing to meet the client's needs.
- Follow up and negotiate the sale.

Cross team collaboration and project support

- Facilitate communication between the clients and our engineers.
- Coordinate in-house teams and external consultants to assemble the SOW and pricing.
- Ensure a smooth handoff of new projects from sales to engineering teams and accounting.
- Assist in collection of accounts receivable.

General

- Running all business development activities through Microsoft Dynamics.
- Continually add value to the organization beyond your day-to-day tasks.
- Attending trade shows and other networking events to build business.
- Other duties as assigned.

Requirements

Required Qualifications

- 3+ years in a Sales or Account Manager role.
- Experience with cold calling and daily call blocks.
- Proven record of generating and developing new opportunities.
- Professional presence required and ability to effectively interface with executives.
- Ability to listen to clients, understand their needs and determine how we can help them achieve their goals.
- Ability to develop a plan to effectively build pipelines and generate top line revenue growth.
- Ability to work in a fast-paced environment with quotas and goals.
- Excellent verbal and written communication skills.

Preferred Qualifications

- While experience in the solar & engineering fields would be advantageous, consideration will be given first to those candidates who can demonstrate a strong record of proven sales success.
- Degree with an engineering concentration, experience as an engineer or working for an engineering company.
- Experience in the solar industry.
- Bachelor's degree in business or related field.
- Proven record of meeting or exceeding quotas and receiving positive customer feedback.
- Proven experience within a customer relationship management software