



Contact:

Steven P. Godmere, Managing Partner
(844) 443-4327 ext. 3
Steve@E-Gear.us

Seeks: Technical Sales Executive for Advanced Energy Management & Storage Technologies

Type: Full-time
Experience: Senior / Mid-level
Functions: **B2B Business Development for Advanced Renewable Energy Management and Storage Technologies**
Reports To: Managing Partners

COMPANY OVERVIEW

EGear, LLC is a renewable energy innovation company offering proprietary patented and patent(s) pending edge-of-grid energy management and storage solutions. Advanced Distributed Energy Resources that offer intelligent real-time adaptive control, flexibility, visibility, predictability and support to energy consumers, regional/national EPC's, energy resource portfolio managers and Utilities.

POSITION SUMMARY

The Energy Technology Sales Executive will identify, recruit, train and develop a portfolio of partners with interest in wholesaling, reselling, bundling, licensing or deploying our growing assortment of innovative edge of grid solutions.

ESSENTIAL FUNCTIONS

Reasonable Accommodations Statement

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily.

- Identify, analyze and penetrate target markets for edge-of-grid renewable energy management and storage solutions.
- Self-starter able to "stimulate demand" for our products through a consistent pro-active humble, collaborative, educational sales approach with a diverse range of prospective customers.
- Result oriented, able to simultaneously manage a variety of prospects and timelines from contact to close.
- Able to effectively communicate and interact on a professional level with senior level customer contacts (i.e. board members, business owners, organizational executives).
- Able to develop and present high quality sales presentations using operational and financial (ROI, Payback, etc.) metrics. Communicates clear expectations and deliverables with customers and internal staff.
- Advocating for realistic customer needs and expectations with internal departments (e.g. development, manufacturing, delivery and support, etc.) by directing issues to the proper channels for resolution, maximizing customer satisfaction.
- Represents the company (EGear,LLC) in targeted regional, national and international professional organizations.
- Assist in project management acting as a conduit for timely communication and organization between customers and EGear (EGear Vendor) deliverables and support initiatives.
- Able to identify and propose any need for change in policy or procedures that will allow EGear to deliver the highest quality products and services in a cost effective manner.

PROFESSIONAL REQUIREMENTS:

The ideal Energy Technology Sales Executive will have experience that cover multiple disciplines:

- Proven track record of identifying, analyzing, developing and presenting innovative renewable energy solutions. Renewable energy management and storage experience a plus but not necessary.
- General knowledge of financial concepts, cash flow analysis and deal structuring.
- Proven track record of meeting sales targets and goals as well as progress reporting to company management.
- Ability to work both independently or as part of a team.
- Ability to effectively manage the movement of projects throughout the sales cycle. Experience in project management assistance through prep, production and delivery phase of each project.
- Valid drivers license. Will be driving personal vehicle on E-Gear business. Open to National and some International Travel.

PERSONAL REQUIREMENTS:

- Positive self-starter with the desire and skill set to exceed customer and company expectations at every opportunity.
- Humble, selfless work ethic, hungry for success, absorbent to learning, open to change and collaborative input.
- Flexible work schedule willing to do whatever it takes to achieve customer service excellence.
- Ability to work in a fast paced constantly changing environment.
- Strong attention to detail and highly organized.
- Strong analytical skills.
- Excellent written and verbal communication skills.

Computer Skills

- Computer proficient: spreadsheet, local and internet based presentation softwares and word processing applications.
- Experience in Apple/Mac operating system and software (e.g. Numbers/KeyNote/Pages) a plus but not necessary.

Other

- Prior experience in Product Development and Manufacturing in the fields of Distributed Energy Generation, Energy Management, Energy Storage is a plus.
- B2B Technical Sales in Energy Management Technologies: 5 Years