



## **Business Development Professional – Commercial & Industrial Services**

### **Position Description:**

Sustainable Energy Services, Inc., a nationally accredited woman-owned energy management services company, is looking for enthusiastic, highly driven sales professionals to join our team. Our salespeople are essential to the continued growth and expansion of SES.

Our company offers energy procurement, energy engineering, demand response and other related services to commercial and industrial customers including municipalities and non-profits. We bring energy purchasing expertise together with energy efficiency engineering services to deliver exceptional value to our customers. SES reduces our customer's operating costs in three ways: lowering consumption, providing competitive pricing strategies and implementing demand response.

Our customers choose us for our passion, honesty, and expertise. At SES, you will be challenged to develop your career while surrounded by talented and ambitious people that are eager to grow in all aspects. We provide training and sales support.

In this role, you'll work cross-functionally with our supplier partners, engineering and management to drive profitable growth. As a sales professional, you will prospect and develop new customer relationships and close commercial energy agreements. The successful candidate will be organized, goal-oriented, have excellent appointment setting skills and strong relationship building skills.

Being part of our team gives you the opportunity to cross-sell products and services in several states and increase your income with multiple customer solutions. We offer uncapped commissions, unbounded territories, prospect lists, and competitive benefits. We offer the flexibility to work remotely or at our office in Westlake, OH.

When responding please put in the Subject line: "We Help Customers Reduce Energy"

### **Required Skills:**

- Ability to sell professional services to "C" level decision makers
- Excellent verbal and written communication skills
- Professional in-person and virtual presentation skills
- Demonstrated proficiency in Word, Excel, and PowerPoint
- Strong analytical skills including problem solving and critical thinking
- Excellent communication skills

### **Compensation:**

- Compensation will be based on qualifications and experience

### **Education & Experience:**

- A 4-year degree is desired; however, equivalent experience or training will be considered
- Two years of demonstrated success selling professional services required
- Knowledge of the energy industry is desired, but not mandatory
- Must have clean driver's license and safe driving record

**Send cover letter and resume to [careers@sustainable-energy-services.com](mailto:careers@sustainable-energy-services.com)**