

## **Position: Director of Business Development**

### **Description**

Sustainable Energy Services, Inc. ("SES"), a successful full-service energy consulting firm, licensed in multiple states, is looking for a highly talented, enthusiastic sales professional to join our team. Our firm offers a full range of energy services to our customers including procurement, demand response, energy engineering, building audits, solar and renewable solutions and other related services to commercial and industrial customers. Bringing energy purchasing expertise together with energy efficiency services gives SES a unique position to provide exceptional value to our customers who are today more than ever interested in reducing their carbon footprint. The goal is not only to improve the bottom line for our customers by reducing energy usage but also to provide competitive pricing strategies to procure the most favorable rate possible for the energy used.

This is a commercial & industrial services sales position where you will prospect and develop new customer relationships and close sales agreements. The successful candidate will be organized, enthusiastic, goal-oriented, have excellent appointment setting skills and strong relationship building skills. Sales support and training in SES services are provided. Being part of our team allows you to cross-sell products/services in several states and increase your income with multiple customer solutions.

If you are passionate about energy, sustainability, excellence, and service we would like to hear from you.

**Type:** Full-time

**Benefits:** Paid holidays, earned personal time off, flexibility for some remote work after the training period. Insurance benefits, Retirement plan

**Salary:** Negotiable based on experience plus generous commission structure

**Location:** Westlake, OH / Note that in-person presence is required at our weekly sales meeting.

### **What you'll love about Sustainable Energy Services:**

- Working in our Class A office space in Westlake
- Being a member of a cross-functional team interfacing with national and global energy providers
- Being part of an organization that is helping businesses transition to a green & sustainable future

We are looking for an enthusiastic, goal-oriented, reliable, self-directed person who has excellent sales skills to join our team and grow with our Company.

### **Responsibilities:**

- Develop strong relationships to drive sales from lead stage to contract close
- Generate new sales leads through cold calling, networking, email campaigns and referrals
- Develop and deliver SES presentations and proposals to prospects and customers
- Develop and maintain a quality sales pipeline
- Maintain accurate Salesforce account records

### **Required Skills:**

- Ability to sell professional services to "C" level decision-makers
- Ability to foster executive-level relationships
- Strong appointment setting skills
- Professional in-person and virtual presentation skills
- Proficiency in Word, Excel, and PowerPoint

- Strong business analysis and solution crafting skills
- Strong communication and negotiation skills required
- Excellent time management

**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 – Four years of success selling consulting services
- Knowledge of the energy industry is desired, but not mandatory
- Must have clean driver's license and safe driving record

**Other Considerations:**

- Background in energy, utilities, finance, communications, banking, economics, or IT are helpful
- Training provided
- Possession of a valid driver's license
- Our office is located in Westlake, OH

**Your cover letter should include your answer to the following question:**

What excites you about working in energy and sustainability?