



Business Development Professional

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 energy procurement, demand response, energy engineering, building audits, solar and renewable solutions, and other related services to commercial and industrial customers.

The **Business Development Professional** will focus on commercial & industrial services. You will be responsible for prospecting and developing new customer relationships and closing sales agreements. Using a consultative approach to selling, you'll establish long-term relationships with customers. You will meet regularly with prospects and customers to position solutions that help manage energy spend related to electricity, natural gas, and energy efficiency strategies.

The Business Development Professional position is a fit, if you...

- Have a passion for energy, sustainability, and service
- Can create a selling strategy to secure new business
- Thrive on continuously developing and maintaining a healthy pipeline of prospects
- Can develop and deliver presentations and proposals to prospects and customers
- Have ability to build and maintain strong relationships with existing customers and new prospects
- Can establish relationships with C-level leaders, expanding footprint into large, strategic accounts
- Have the desire to be part of a team that allows you to cross-sell energy services in several states and increase your income by providing multiple solutions to customers
- Have proven experience in successfully setting appointments
- Can use Salesforce to maintain accurate account records
- Are organized, enthusiastic, and goal-oriented

What you'll love about Sustainable Energy Services:

- Paid training and sales coaching
- Competitive base salary plus commissions (unlimited earning potential)
- Paid holidays, PTO, health insurance benefits, 401(k) plan
- 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
- Positive and supportive culture

**Qualifications:**

- Bachelor degree in Business, Finance or related field
- At least 1+ year of successfully selling services (i.e. professional services, financial, insurance)
- Knowledge of the energy industry is desired, but not mandatory
- Must have a clean driver's license and a safe driving record

Required Skills:

- Ability to sell professional services to "C" level decision-makers
- Ability to foster executive-level relationships
- Positive and energetic phone skills, excellent listening skills and strong writing 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

Equal Opportunity Employer (EEO) and all employees and applicants will be entitled to equal employment opportunities when employment decisions are made. Sustainable Energy Services will take affirmative action to recruit, hire, train and promote individuals in all job classifications without regard to race, religion, color, age, sex, national origin, citizenship, pregnancy, veteran status, sexual orientation, disability, gender identity, or any other characteristic protected by applicable law.

If interested, please send your resume and cover letter to admin@sustainable-energy-services.com. In your cover letter, please include – Why would you be passionate about this position?

Check out our website to learn more about us! <https://sustainable-energy-services.com/>