

## **NATIONAL ACCOUNT EXECUTIVE – PHOENIX ENERGY TECHNOLOGIES, INC.**

***CONSULTATIVE ROI BASED SELLING***

***SUCCESSFUL CLOSING QUOTA RATIO***

***HUNTER/CLOSER WITH VERIFIABLE CLOSING PERCENTAGES***

***ENTERPRISE SALES EXPERIENCE - TECHNOLOGY, ENERGY, IOT A PLUS***

***WORK REMOTELY FROM ANYWHERE IN THE CONTINENTAL UNITED STATES***

***HEALTHCARE INDUSTRY KNOWLEDGE/CONTACTS A PLUS***

### **POSITION SUMMARY:**

Phoenix Energy Technologies, Inc., combines cutting-edge technology with ecological responsibility and state-of-the-art, reduced cost ROI value from Energy facilities management technology and services.

We currently have openings for experienced, highly motivated and professional National Account Executives with a passion for success and an affinity for consultative selling.

### **ABOUT PHOENIX ENERGY TECHNOLOGIES, INC.:**

Founded in 2004, Phoenix Energy Technologies is a leading provider of Enterprise Energy Management Software and Services. PhoenixET works with retail, grocery, healthcare, and public sector customers to discover opportunities and implement strategies which reduce energy consumption and lower facilities spend. Through real-time measurement and verification of energy use, related costs and contextual data (such as weather, occupancy, and schedules) PhoenixET helps its customers get a "full view" of energy consumption and costs to drive efficiencies, deliver maximum ROI, and support corporate sustainability goals with reductions in Green House Gas Emissions

In addition to its SaaS software services, PhoenixET also provides professional Business Process Outsourcing (BPO) and Analysis as a Service (AaaS) to its customers. PhoenixET has taken an innovative approach to data analytics with a focus on built-in intelligence. By leveraging the PhoenixET technology platform, together with a robust and innovative services team, and proactive analytics tools.

Culture is important at Phoenix Energy Technologies and we take great pride in our Phoenix Phamily atmosphere and boundless Team spirit! We offer a great product/service; have exceptional leadership and a close-knit group of knowledgeable and hard-working Team-oriented employees. We are innovative, creative, professional and growth-oriented. **We have excellent medical, dental, vision and life benefits, a great flexible Personal Time Off Plan (PTO) and immediate 401K contributions.** PhoenixET is truly an awesome place to work and grow!

We are excited about where we are headed and we think you will be too:

- Using our SaaS product, we help large multi-site organizations reduce energy costs, facilities maintenance & repair spend, and equipment purchases without the installation of hardware, through quickly implemented web-based software coupled with our professional services and proactive analytics.
- Our Customers achieve measurable energy, facilities repair, and maintenance savings by operating more efficiently, limiting equipment failures and costly truck-rollouts, and providing greater comfort controls as well as taking advantage of our proactive analytics.
- Armed with better monitoring and decision-making tools, customers not only save money, they also support sustainable energy and attain significant carbon reduction goals.
- Through our technology and services, we help our Customers achieve quick win ROI with reductions in energy consumption, facilities spend, and Capex.

#### **RESPONSIBILITIES:**

- Achievement of sales quotas
- Proactive prospecting consistently identifying new opportunities
- Expertise and ability to provide consultative solution selling to new accounts
- Maintain up-to-date knowledge of market conditions, trends and the competitive landscape
- Strong focus on Customer Satisfaction, with a high level of personal ethics and professional integrity

#### **QUALIFICATIONS/SKILLS:**

- **Strong acumen of consultative solution and ROI based selling**
- **Proven success in a sales role in which achievement will be measured by sales opportunities closed between \$250K to \$1.5M/year each, totaling 3 – 5 deals with a sale3s pipeline of 5 -7 times coverage (please provide historical data documenting your success)**
- **Hunter/closer with proven success in pipeline to sales closing percentage**
- **Enterprise sales experience in technology, energy, IoT a plus**
- **Experience in face-to-face functional customer organization selling**
- Outstanding written and verbal communication skills
- Ability to self-direct and deliver with little supervision
- Experience with growth-oriented companies
- Enjoy working with smart people and learning what you don't know? We have an amazingly talented Team!

#### **EDUCATION AND EXPERIENCE:**

- 5 – 10 years selling to Enterprise key accounts in the facilities management and/or energy management or software industry - healthcare industry energy/software sales a plus
- Bachelor's degree preferred

**MUST BE ABLE TO WORK IN THE UNITED STATES FOR ANY EMPLOYER WITHOUT SPONSORSHIP**

**Candidate need not live in California.**