



Energy Efficiency Sales Executive

Our Big Story

EcoSystems is saving billions of gallons of freshwater and millions of tons of CO2 by proving that conservation is good for business. We are one of the fastest growing companies in the country (#48 on 2020's Inc 5000) and continue to be a leader in the conservation industry. Join us on the front lines of the fight against climate change. Website www.ecosystems.com

Overview

As a Sales Executive, will be responsible for managing and developing some of EcoSystems' most important relationships. This role is for someone who enjoys every day being different from the last. One day you'll be in the field conducting water and energy savings assessments. The next day you will be in the office designing conservation programs and generating proposals, analyses, and presentations.

A great Sales Executive is an effective ambassador of EcoSystems' mission, passionate about conservation, a developer of deep and lasting relationships, and an authority on both the conservation potential and practical usage of building envelope, HVAC, lighting, electrical, and plumbing systems. Experience with energy and lighting is a must. You will travel frequently in this role. You will report to our VP of Sales and will be based remotely or out of our Denver or Miami offices.

Responsibilities

- Oversee and develop relationships with existing strategic partnerships and customers
- Understand client needs and tailor custom solutions through consultative selling
- Exhibit and/or attend key marketing events nationally
- Physically inspect buildings and related mechanical, electrical, plumbing, maintenance, and process systems to determine energy & water consumption in each area or system
- Research and determine applicable rebates and incentives
- Coordinate all required personal business travel
- Maintain accurate records within our CRM platform
- Negotiate pricing and contract terms with customers
- Support our field teams executing projects as needed
- Assist in the improvement of our sales and auditing software and processes

What You'll Need

- A commitment to EcoSystems' mission
- 3+ years of experience in conducting building and lighting audits is required. 5+ years are preferred
- A strong understanding of lighting products and energy efficiency
- Demonstrated ability to develop and manage high value relationships

EcoSystems is an equal opportunity employer and value diversity at our company. We do not discriminate on the basis of race, religion, color, national origin, gender, sexual orientation, age, marital status, veteran status, or disability status.

All qualified applicants must be able to satisfy the Department of Homeland Security Form I-9 requirement with the documents necessary to verify identity & employment authorization. If hired, you must sign a confidentiality and non-compete agreement, and successfully pass a background screening with EcoSystems.