



Job Title:	Account Executive - Solar Distribution	Department:	Sales - Solar
Location:	Huntington Beach	Compensation Range:	Base: \$55,000 - \$70,000 Est. Comm/Monthly: \$30,000

Applications Accepted By:

Fax:(657) 204-9958 E-Mail: recruiting@eosorganization.com Subject Line: Solar AE Application Attention: Recruiting	Mail: EoS Organization RE: Solar AE Application 19671 Beach Blvd. #200 Huntington Beach, Ca 92648
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DESCRIPTION:

EoS Organization is an Integrated Renewables Company that designs, installs, and maintains energy efficiency and generation projects for commercial and municipal clients internationally.

We are a rapidly growing company and looking to expand our sales department. We are building a POD structure for our sales teams. Each POD is composed of support staff, sales development reps, sales account executive, and sales manager, all working closely in tandem to generate value-add opportunities for our customers. Each POD will collectively share in their POD’s sales successes.

This position of Sales Executive is the muscle of our sales department. You will take a position within our Solar distribution team. This team has a goal of providing equipment solutions on the wholesale market to EPCs, ESCos, developers, and installers nationwide. As an Account Executive you will be responsible for your personal success and help your team succeed.

Sales Executives are expected to grow long term relationships with their clientele and are expected to close deals and be the driving motor behind the sales team. You will work closely with Sales Development reps and your sales manager to stay on top of warm leads and convert those into clients.

You are expected to be knowledgeable, personable, attentive, and most of all convert leads to clients. You will use knowledge about the market, current technology, variables in project design, and finance to present a value presentation to clients in an effort to provide equipment as a value add to clients.

Your success will be measured by a variety of quantifiable metrics, a successful Sales Executive can be defined as being an instrumental part in the success of your team as a whole, and be a knowledgeable, precise, and driven team member. A successful Sales Executive will exceed revenue standards and drive themselves and their team to achievement, leading by example.

DUTIES AND RESPONSIBILITIES:

- Understand the complex world of solar project development, and be able to consult clients on the pros and cons of equipment choices along with recommendations in the context of other variables such as production projections, nameplate capacity, AC/DC ratio, etc.
- Conduct outreach using a variety of vehicles to warm leads and past clientele including phone calls, emails, social media outreach, and other vehicles in order to convert leads into sales.
- Work closely with your team SDRs to develop and improve methodologies to improve the sales funnel process.
- Work with your sales team to help set realistic goals in the effort of exceeding expectations.
- Establish active communication with the SDRs and Management of your team, and apply self-assessment along with creativity to create solutions that improve workflow within the team.
- Ability to participate in review sessions with management and work with them to create solutions or workflow improvements to existing methodology.
- Encourage and provide opportunity for growth of your team members.
- Follow up with your clients and leads daily to ensure that any and all plans of action entered into are being completed.
- Review, assess and work to improve the success of employees utilizing quantifiable, reliable metrics and measurements.
- Work with management to produce comprehensive and client specific solutions packages to present.

PROFESSIONAL ATTRIBUTES:

- Ability to maintain timelines and have exceptional time management skills
- Exceptional communication skills.
- Passion for learning
- Ability to think laterally across technical and financial space concurrently.
- Comfortability being a part of a productive team environment.
- Attentive and precise - detail focused.

SKILLS AND BACKGROUND:

- Industry specific knowledge in one or all of the following: Sales, solar power generation, finance, construction, and engineering.
- Experience in a sales position.
- Excellent proficiency with Google Drive and Microsoft Office suite of tools, including excel/sheets and word/docs
- Past experience and/or proficiency in Salesforce
- Experience in public speaking.

EDUCATION LEVEL:

- College degree preferred.