



Business \* Energy \* Success

## **Executive Sales Manager** *(Buffalo Area)*

### PRIMARY PURPOSE AND FUNCTION

- Candidate will be responsible for the development, growth and retention of new and existing commercial and industrial client relationships for Power Management Company.

### ESSENTIAL REQUIREMENTS AND RESPONSIBILITIES

Candidate will:

- Have tenure of 5+ years of B2B sales, preferably energy sales, with a clear record of success with revenue and profitability growth, and high customer retention;
- Be able to continuously grow the breadth and depth of new and existing client relationships through Power Management's high value approach and diverse product offering;
- Have the ability to meet or exceed Power Management's annual performance expectations with a focus on increased electric and natural gas procurement sales and earnings;
- Build upon Power Management's high level of integrity, professionalism, and reputation as one of the finest energy services and consulting companies in the nation;
- Have the ability to develop sales and exceed goals that benefit both themselves and Power Management;
- The ideal candidate should live within a 20-30 mile radius of Buffalo, NY and have the ability to travel

### OTHER IMPORTANT REQUIREMENTS

Candidate will be required to effectively:

- Keep informed about energy market trends and how company offerings can best benefit our clients' requirements as a result;
- Interface with internal account managers, pricing managers and support staff;
- Contribute to and achieve other specific and company-wide goals as established;
- Report activities and relevant information to company leadership;
- Promote a culture of integrity, teamwork and respect;
- Drive a culture of innovation, performance metrics and accountability.

### KNOWLEDGE AND SKILL

- Bachelor's Degree or higher
- Strong sales (preferably energy sales) and consulting skills
- High level of drive, initiative and consistency with the ability to work independently



Business \* Energy \* Success

- Excellent written (letter, email, text), verbal and interpersonal communications
- Highly organized with ability to prioritize and multi-task effectively
- Results oriented with strong passion and work ethic
- Ability to work well with others in a team setting

#### OPPORTUNITY

Power Management offers the ability to:

- Offer a portfolio of services to clients that include electricity, natural gas, energy efficiency, LED lighting solutions, Solar PV, and specific specialized energy consulting;
- Earn based on ability and success without limit;
- Represent one of the finest energy services companies in the US.