



Business * Energy * Success

Executive Sales Manager *(Albany, NY Territory)*

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 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.

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



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- 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.