Energy Efficiency Specialist Job Description

Program Sales for Commercial Efficiency Programs
Location: Raynham, MA

Complete Energy Services, based in Raynham, MA is seeking a Sales Consultant to work within our energy efficiency programs and projects in our Massachusetts locations. The ideal candidate will be part of a team that will identify prospects, sell, define and coordinate energy efficiency and demand reduction projects for commercial businesses in the Electric Utilities service territory as well as work with the utility to achieve aggressive energy reduction goals. This position will report to the Complete Energy Program Director in conducting work.

Position responsibilities may include:

- Conduct outreach and education to targeted customers and schedule and/or perform energy efficiency audits
- Tabulate and input audit findings in Complete Energy proprietary CRM database with tablet and utilities systems as needed
- Sign-up and audit multiple businesses per day in order to hit monthly markers of successful sales
- Determine qualifying measures and techniques and evaluate successful measure implementation
- Explain audit results to customers and effectively sell projects
- Timely reporting of weekly activities and audit results
- Represent Complete Energy in a professional manner at all times when interacting with customers, suppliers or contractors
- Support customers with the highest level of service and respect
- Manage a professional work environment and reputation reflective of Complete Energy's standards
- Adhere to company policies and procedures
- Develop thorough knowledge of energy industry, structure, trends, and issues to ensure full discovery and understanding of customer's primary business objectives and requirements

- Cultivate effective business relationships and communicate full scope of Complete Energy solutions and services to meet customer energy savings requirements
- Target and contact key decision makers and develop positive relationships to secure new projects opportunities, sales volume, and market share
- Monitor account plan progress, including market conditions, customer needs, competitive activity and provide progress and execution updates
- Seek internal technical project guidance to ensure achievement of customer satisfaction
- Additional activities and responsibilities as necessary

Qualifications to include:

- Strong direct sales skills
- 5+ years progressive experience marketing energy efficiency and renewable technology solutions
- Ability to communicate energy savings in a simple manner
- Proven and successful track record in securing the sale of complex offerings from top-level management
- Demonstrated business sales development, cultivation, and relationship management skills
- Ability to identify customer needs, effectively communicates solution offerings, and position company as top choice provider
- Highly effective and successful sales negotiation and closing techniques
- Extensive financial planning and solutions experience with ability to develop a business case required
- Active participation with local and regional customer-focused, professional, and industry associations
- Excellent verbal, written, computer, interpersonal, and technical communication and presentation skills
- Strong organizational skills with ability to manage multiple priorities and business relationships
- U.S. Citizenship or U.S. Permanent Resident status as well as a valid Drivers License issued by state of residences and in good standing required
- Required to pass background and drug testing for employment
- May be required to pass security clearance investigation