Alpha Sales Executive

Description

(Company name confidential) mission is to accelerate the transition to a zero-carbon economy. Our energy efficiency retrofit (electrification, DERs, decarbonization) offering (known as Alpha) helps our customers run commercial buildings better, at lower costs, using less energy.

We are seeking a full-time **Sales Executive based in California for** our energy efficiency project development offering, (**Company) Alpha** You will be helping our commercial office, life-science, and medical office customers develop and execute comprehensive decarbonization and electrification projects.

Over the last 10 years (Company) has brought thousands of buildings on our energy analytics (SaaS) platform and has seen rapid adoption of our retrofit offering since launching in 2020. We have a very happy customer base that needs help hitting its sustainability goals. With access to insights through our SaaS platform, we have a unique opportunity to earn our customer’s project business. You will inherit a territory full of strong relationships in key accounts and will be responsible for delivering a revenue number commensurate with the territory you will represent.

Key Activities:

* Identifying and creating sales opportunities within our existing portfolio of SaaS customers in key geographies where projects present great returns.
* Meeting with a wide array of customer stakeholders across and up the organization including senior management, ownership asset managers, facility managers, chief engineers, and property managers.
* Qualify and match customer sustainability goals and building operations needs with (Company) Alpha’s project development solution.
* Manage Alpha sales engagement and customer interface from opportunity identification through project construction.
* Project manage sales opportunities with internal and external stakeholders; ensure that customer deliverables are timely and top-notch.
* Working closely with the Gridium engineering and project development team to develop comprehensive energy retrofits.
* Contributing to the development of products by providing your field insights and customer feedback to the development team.

Requirements:

* Minimum 5 years of outside energy efficiency project sales experience, preferably within the commercial real estate sector.
* Deep understanding of how a building works mechanically as it relates to energy usage and building systems.
* Ability to quickly and confidently assist customers in developing high-leverage energy efficiency projects, and work to execution with a variety of customer stakeholders and external partners.
* Understanding of the California utilities and the programs they offer for energy efficiency projects in the commercial sector.
* Demonstrated energy, building operations, or commercial real estate knowledge.
* A consultative sales approach and the ability to manage complex multi-stakeholder sales engagements.
* Thirst for learning, and comfort in a high-tech environment where peers drive each other to a high standard of work.
* Ability to work autonomously, focusing on key outcomes amidst competing priorities.
* Detail-oriented and organized; able to manage interdependent, complex projects and keep multiple sales opportunities on track with little oversight or guidance.
* You must currently live in and have the legal right to work in the United States.

## About Company:

(Company) is a venture-backed digital Energy Services Company and SaaS provider with a mission to bring cost-effective energy savings to commercial real estate. We are growing faster than ever due to the increasing demand for real energy solutions.

We have been an all-remote company since our founding, and we love the fact that remote work gives us the flexibility to balance our roles as employees, parents, family members, cyclists, trumpet players, and all the other things we do with our lives.

Spending time face-to-face is important, so every three months we pick a city and meet up for several days of highly productive and highly fun planning and doing. We have a casual, collaborative work environment where everyone’s ideas matter. Since creative, enthusiastic employees are the basis of our success, we take great care in how we attract, hire, and support our employees.

**Benefits/Compensation:**

The position comes with a salary, stock options, 401(k) match, a great health plan, vision, dental, generous parental leave, and a flexible vacation policy — we want you to take the time off you need so that you are happy and productive. On Target Earnings for the position are $250-$300k per year. The candidate will report directly to the Vice President of Sales and be expected to manage and thrive with executive-level exposure.

And of course:

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