**National Account Executive**

**Description**

The National Account Executive will be responsible for ensuring our largest and highest

potential accounts are finding value in our service and growing our footprint within

(Company’s) 500+ customer base and growing our net new customer base.

**Responsibilities include:**

● Building and refining tops-down and bottoms-up sales motion within our largest

accounts (portfolios of 30+ buildings).

● Delivering value and running crisp sales processes with new accounts

interested in (Company’s) software.

● Expanding (Company’s) footprint within our highest value accounts where we

already have deployments (software footprint).

● Developing executive and building-level relationships to help accelerate growth.

● Facilitating the timely and successful delivery of our software solution and

project management offering according to customer needs and objectives.

● Project managing and coordinating internal resources from Customer Success,

Sales, Product, and the executive team resulting in renewals, organic growth, and

customer advocacy.

● Collaborating with our Customer Success Team to ensure all deliverables are

top-notch and on time for key accounts.

**Requirements**

● Minimum of two years of experience in Sales within the Commercial Real Estate or

commercial Energy Efficiency field. Preference will be given to candidates with

in-field energy efficiency experience. Candidates with experience in Energy

Management, Sustainability, or other relevant roles will also be considered.

● Ability to provide customers with tailored guidance, and expertise on

decarbonization, energy management, building operations, sustainability, and

other topics related to energy use in commercial real estate.

● Candidates with expertise in aspects of energy management in commercial

office buildings are preferred. Candidates with exceptional mechanical intuition

or demonstrated competency in a related technical field should apply and

prepare to learn building operations.

● Strong expansion or new business track record and ability to navigate complex

account structures and corporate bureaucracy. The position will be measured on

revenue goals.

● Experience in developing account plans and expansion sales motion in

Commercial Real Estate.

● Experience with Salesforce, Sales engagement tools

(Outreach/Salesloft/Hubspot), and Google Workspace.

● Proactive sales approach including outbound activities to generate new sales

opportunities within key accounts.

● Experience building customer advocacy both internal to customer organizations

and externally facing the market.

● You must currently live in and have the legal right to work in the United States

**Benefits**

The position comes with a base salary in the range of $100-120K and a generous

commission policy that can significantly increase compensation above the base salary

(target of $200-240k), a meaningful equity grant, a 401(k) with 4% 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.

(Company) is a remote-first company that has been operating this way since 2012. We

think we have a great hybrid work culture and get the team together multiple times per

year for team building and strategy sessions.

**This role will be based out of California, Texas (Houston, Dallas, Austin), NYC, or Boston.**

**The ability to travel to visit customers is a requirement.**