



Description

The Director of Sales is responsible for leading the process that originates new business in all the energy solutions areas of the company. Servidyne provides engineering services, lighting retrofit project services, and energy and infrastructure project services that deliver energy efficiency solutions to end users in the government, hospitality, corporate real estate, healthcare, and light industrial markets. Our energy solutions optimize facility performance at every stage of the lifecycle of a building. Servidyne makes these solutions available by delivering services directly to energy end users, as well as indirectly as a subcontractor to larger energy services companies (ESCOs). We are searching for a creative, intelligent, and highly motivated sales professional to join our team in this critical position.

Director of Sales

The primary responsibility of the Director of Sales is to secure new business by selling energy solutions to senior level decision makers at assigned prospects in our target markets. These prospects include direct end users as well as larger ESCOs and other partners who desire to take advantage of Servidyne's unique capabilities. It is estimated that 50% of the Director's time will be spent selling indirectly to partners, ESCOs, and Utilities, and 50% will be spent selling directly to commercial and industrial prospects. Servidyne's services help our customers to reduce energy usage and costs, identify and implement green building practices, and deliver improved maintenance and operating productivity.

The primary responsibilities of this position include:

- Originating and Qualifying new sales to prospective customers
- Achieving defined bookings targets for revenue and gross margin
- Building, sustaining, and leveraging multi-level relationships with targeted ESCOs & partners
- Conducting sales calls and presentations
- Leading internal teams in the creation of proposals for energy solutions
- Participating in marketing initiatives and appropriate professional organizations
- Reporting of prospecting and sales activities
- Travel as required throughout the US (estimated 25 to 50% of time)
- Other duties as required

Compensation and Benefits

- Attractive base salary commensurate with experience
- Highly competitive and un-capped commission plan based on percentage of gross margin bookings
- Reimbursed travel and entertainment expenses
- Standard company benefits including vacation, medical/dental/life insurance and 401(k) plan

Requirements

Position Qualifications:

- Proven track record including 5+ years of experience selling energy solutions to commercial and industrial end users and/or to ESCOs and partners
- Demonstrated ability to understand and articulate a results-based value proposition
- Excellent communication and time management skills
- An understanding of the operations, maintenance and management of large facilities
- Bachelor's degree in business, marketing, engineering or a related discipline

For more information about our company and the position feel free to visit our website at:

<http://www.servidyne.com/careers>