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Regional Sales Channel Specialist – Detroit, MI

Description

Our Client believes clean, affordable, and reliable energy for all is one of the greatest challenges of our time. With over thousands of their best in class systems installed worldwide they are a proven global leader in intelligent energy management solutions that provide greater energy control for residential customers through increased solar self consumption, reduced peak energy usage and reliable backup power during outages – contributing to a cleaner and more reliable energy future.

Responsibilities

This B2B sales position is responsible for qualifying, managing and closing interested Homeowners provided by our Client in addition this position will reach out, educate and close Homeowners who see the value of intelligent energy management and its critical relationship with the ultimate smart home. This role will also follow the sale from the homeowner placing order with the Contractor to the Contractor placing the order with the Wholesale Distributor.

Qualifications

3 years experience in B2B sales preferably in an Eco-friendly luxury goods industry.

Bachelor's Degree preferably in Business, Economics or Technical related field.

Excited to learn and master a new body of academic knowledge, specifically around the field of residential electrical, the electricity grid as a whole, energy storage and of course – Our Client's products and services.

Passion for the "Clean-Tech" / renewable energy industry and the associated mission to usher in the "energy transition." Believes in the importance of fighting climate change, as a fundamental priority for humanity.

Willing to learn. Humble and open to constructive feedback.

Intelligent, dynamic, assertive.

Ambitious. Excited for a career at a cutting-edge company in the "Green Energy" space.

Excellent communicator. Articulate. Enjoys public speaking and presenting.

Empathetic, good listener enjoys building relationships.

Loves to sell a product that he or she believes in.

Nimble. Able to travel a great deal, for protracted periods (potentially multiple weeks at a time), before returning home.

Highly self-driven. Does not require a great deal of oversight in order to self-motivate and work hard, long hours – while producing results.

Job Benefits

Employment Type

Full Time

Industry

Manufacturing

Job Location

Detroit, MI

Base Salary

\$ 55,000 - \$ 65,000 plus commission

Date posted

May 11, 2019

\$55,000 to \$65,000 annual salary DOE plus Team commission for possible first year compensation of **\$80,000 to \$90,000**.

Medical/Dental/Vision insurance.

401K.

Vacation/Sick Time/Paid Holidays.

Company Laptop and cellphone or allowance.

Great career advancement potential.