**Will you help change the way the world gets its power?**

**Altergy Systems is seeking a Sales Account Executive with prior experience in providing backup power solutions for the industrial market**

Altergy is a company with a global vision. We’re making a name for ourselves in the international Fuel Cell market, yet small enough to bring “all hands” together in a single room at our Folsom, California headquarters office. We innovate with a sense of camaraderie and set high expectations. We’re a group with a mission, we invite you to explore joining us in it. Our products are proudly manufactured in the USA with a workforce as diverse as California itself. We offer a competitive compensation and benefits package.

The **Sales Account Executive**, will secure sales, develop sales strategies and attract new clients both domestic and international. Specifically, a Field Sales Representative will source new sales opportunities and close sales to achieve established personal and company quotas. This position will play a key role in increasing company income and revenue by managing and negotiating with customers, qualifying prospects, and tracking sales competition.

**Job Duties:**

* Utilize expertise in sales to win new revenue generating business by using various sales actions such as face-to-face meetings, cold calling, customer presentations, webinars, obtaining and creating access to C-level decision makers, working with customer engineers, proposing customer solutions, and engaging with new and old accounts that best fit each individual company culture in order to expedite purchase decisions.
* Service existing accounts; maintain relationships and good will with the customer.
* Find and qualify new customers using effective discovery techniques.
* Provide quotes for newly requested business, or inquiries.
* Forecast business opportunities and potential revenue.
* Develop and manage a sales pipeline and prioritize individual accounts and opportunities.
* Follow up on new leads, evaluate their potential and enter their data into CRM.
* Follow and accomplish identified and required steps as established in the company sales process.
* Attend Industry Trade shows to represent the company and its products.
* Update, maintain, and manage all customer activity in company CRM.
* Work with Marketing to develop sales messages, marketing materials, PR activity, and Trade Show speaking opportunities.
* Provide feedback to sales and company management on; market behavior, competitive trends, and customer buying activities.
* Qualify, recruit, and train new distributors and resellers.
* Contribute to company sales team with feedback, customer information, analytical thinking, best practices, and creative input to support company goals and objectives.
* Engage and work with Inside Sales Administrator where necessary.
* Contribute to an effective team to foster a positive company culture, maintain product and process confidentiality and abide by all policies, procedures and agreements.
* Travel to domestic and international client locations, corporate office and other work functions.
* Perform other duties as assigned or otherwise identified.

**Qualifications:**

* Bachelor’s degree in business or related field preferred
* 10+ years’ experience in field B2B sales selling a technical product
* Combination of education and experience considered
* Prior experience with back up power solutions (generators, batteries, etc.)
* Excellent communication; writing, speaking, and presentation skills
* High degree of self-motivation, discipline and personal confidence
* Must have and apply effective listening skills
* Ability to overcome objections and continue the sales process
* Excellent time management skills
* Demonstrated relationship building and maintenance skills
* Well versed and proficient in Office software and CRM systems
* Demonstrated attention to detail
* Ability to contribute to and successfully work in a team environment
* Must hold and maintain a valid drivers’ license
* Must hold and maintain a valid passport
* Regular attendance and timeliness
* Ability to effectively handle stress and pressure consistent with the job duties and industry

Qualified applicants please apply with a cover letter answering the below questions:

What experience do you have with backup power?

What motivates you in the sales process?

Why are you interested in this position?

*Altergy Systems is an Equal Employment Opportunity Employer. All qualified candidates will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity or national origin.*