

## **JOB DESCRIPTION**

### **Sales Representative**

#### **SUMMARY**

Located in upstate New York, Combined Energies (CE) is a late-stage startup company accelerating its market engagement activities and looking to secure A-round financing in late 2021. The Sales Representative will be accountable for selling CE's proprietary power conversion products to OEM customers and end users in the energy storage, renewables, electric vehicle, power electronics and alternative energy markets. The position requires the ability to work autonomously while simultaneously prospecting new business, qualifying opportunities and closing deals. A disciplined focus on making the daily prospecting calls needed to achieve sales goals, the ability to handle rejection and the management of complex/long selling cycles are essential, as are building rapport and trust over the telephone and in person.

#### **KEY ACTIVITIES**

- Assist in developing a sales strategy and plan with the management team to support the company's growth goals
- Prospect and generate leads through:
  - Market research and segmentation
  - Industry event venues, associations, and social media
  - Cold calling into targeted accounts
  - Referrals obtained from customers and previous business relationships
- Schedule and conduct face-to-face meetings with prospects and customers (engineering, operations and/or finance departments) to identify/qualify opportunities
- Manage customer relationships
- Communicate customer requirements and help guide strategic planning
- Conduct administrative tasks as required including: managing activities, updating customer/prospect status and opportunity pipeline using a CRM database or similar tool, budgeting for sales and marketing

#### **KNOWLEDGE AND SKILL REQUIREMENTS**

- Minimum 2 years in sales and / or business development roles
- Preferred industry background: power electronics, energy storage, power generation, alternative energy, utility – technical aptitude
- Strong written and verbal/presentation communication skills
- Self-starter with demonstrated success as an individual contributor
- Proven time management, listening, human relations and organization skills
- Ability to manage collaboratively within a small company framework
- General computer usage: Word, Excel and CRM databases, fluent in English
- Travel up to 30% of the time – passport required
- Bachelors degree