



Optimum Energy is an industrial software and mechanical engineering firm with technology and skills to significantly reduce the energy consumption of large HVAC systems. HVAC systems account for roughly 50 percent of a building's electricity consumption. Optimizing the components of these systems result in significant energy and carbon savings. Optimum Energy's optimization software is currently operating in over 200 facilities, and our solution can reduce HVAC electricity consumption by as much as 50 percent. There is also the opportunity for increased reliability and on-going operations and maintenance expense savings through predictive cloud-based software.

While the culture at OE feels like that of a start-up, the company has been in existence for over 15 years and supports a world-class roster of customers around the world. Optimum Energy has a proven, commercial solution and is part of an emerging sector that has been categorized as "intelligent efficiency": solutions that take advantage of affordable sensor, control, and communication technologies to gather and act on data to achieve higher levels of operational performance, increasing reliability and reducing cost.

<b>Title</b>	Account Executive
<b>Functional Area</b>	Sales
<b>Reports to</b>	VP, Sales
<b>Directs</b>	None
<b>Location</b>	Texas USA
<b>Job Type</b>	Regular, Exempt
<b>Job Time</b>	Full-Time

#### **Job Description:**

The Account Executive will be responsible for working on existing accounts, existing partners, and for finding and obtaining new customers typically within an assigned territory, in this case, the Texas region of the USA. Expanding business can involve prospecting, as well as attending seminars, conventions, and trade shows or making in-person presentations to potential customers. This position places a premium on building and maintaining relationships with new and existing customers and helping to shape and promote the companies value proposition. Other duties will include recording progressive of sales opportunities, activities, and results in SFDC.

#### **Essential Responsibilities:**

- Identifying market targets and vertical market business trends
- Developing and executing a commercial vertical market sales plan
- Educating potential clients about Optimum Energy's energy efficiency technology
- Networking with owners, mechanical and building automation contractors, ESCOs, and utilities
- Driving sales of Optimum Energy's products and services in the region

- Effectively develops sales proposals, financial analysis, and presentations
- Achieving booking and gross margin goals
- Following up on sold projects to ensure customer satisfaction
- Prepare accurate and thorough sales activity reports, forecast reports and expense tracking

**Sales Territory:**

- Texas

**Requirements:**

- 4 year degree in business or engineering
- 5 years sales experience in the commercial HVAC industry
- Track record of proven results with references
- Ability to build long-term client relationships
- Experience in solution selling to end user customers
- Excellent written and oral communication
- Proficient computer skills: Microsoft Office and Salesforce.com
- Experience working with web based team collaboration tools like Slack
- Ability to comprehend and review technical documentation and contracts

Salary, incentive compensation and benefits will be competitive and dependent upon experience and qualifications.

If you think you could be a successful member of our team, please send your cover letter and resume to [careers@optimumenergyco.com](mailto:careers@optimumenergyco.com).

Optimum Energy is an Equal Opportunity Employer encouraging diversity in the workplace

