

Position Description

Sales Executive

The Americas (North America)



BUSINESS UNIT	Sales
REGION	The Americas
REPORTS TO	SVP Sales, The Americas
DIRECT REPORTS	N/A

About Energy Exemplar

Energy Exemplar is the global market leader in the technology of optimization-based energy market simulation. Our software suite, headlined by PLEXOS and Aurora, is used across every region of the world for a wide range of applications, from short-term analysis to long-term planning studies.

Driven by the frenetic pace of advancements in computing technology and mathematical algorithms, our people continually think of novel approaches and more realistic simulations that enhance decision making, create market opportunities that benefit us all and enable utilities and regulatory authorities to become smarter, more energy efficient and profitable.

Energy Exemplar continues to 'push the envelope', being first-to-market with the latest advances in mathematical programming and energy market simulation theory, as it strives to offer the most comprehensive simulation software to its customer base. Development continues to be backed by a team with expertise in software development, operations research, economics, mathematics, statistics, and electrical engineering.

Our Core Values

CUSTOMER SUCCESS

- Solve the problems that matter
- Deliver solutions that drive outcomes
- Customers' success drives our business success.

ONE GLOBAL TEAM

- A place where everyone can do their best work
- Passionate about making a positive impact
- Collaborate, communicate and act as one team

INTEGRITY & OWNERSHIP

- Take ownership and be accountable for outcomes

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- Value spirited debate then align behind decisions
- Operate at the highest standards

INNOVATION EXCELLENCE

- Frontrunners – relentlessly pursuing innovation and excellence
- Foster idea generation at all levels
- Create the future by pushing the boundaries of today

About the Role

We have an immediate opening for an exceptional, eager-to-learn Sales Executive in our North American region. This is a key sales and client support role working with a team of laser focused professionals who are introducing Energy Exemplar to new organizations across the region. We're looking for someone ready to take the next step with their career in sales – this opportunity comes with extensive training and mentoring. This position is an autonomous role working closely with the SVP Sales, The Americas to continue to build this region. We will provide you with the knowledge and tools necessary for building not only a successful career, but also a platform of relationships and connections that will carry you into the future.

We need someone who understands that serving others will make them the most successful. Energy Exemplar believes and invests in their people, so we want people who, in return, believe and invest in us. Your passion and integrity are important to us. We are looking for someone who likes working with people, are interested in a sales career, and perhaps misplaced in an engineering or analytics role in the energy industry and are looking to become part of a dynamic team then keep reading!

The primary duty of the Sales Executive is to build the region's sales activities by connecting with potential customers, building relationships that lead to opportunities and converting sales opportunities to actual sales (with the support of the technical team).

Using your knowledge, interpersonal skills, energy and great personality you will interact with these people, discuss challenges in their organization, and introduce solutions that will simplify their jobs, save money, and make them more energy efficient. This role requires a highly intelligent self-motivated individual with a positive attitude and a ton of good energy. You will spend your days talking to and building relationships with various levels of authority ranging from a Minister of Energy for a country to Senior Vice Presidents to analysts, system operators, regulators and policy makers.

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Job Purpose

As a member of Energy Exemplar's sales team, our Sales Executive will be responsible for initiating and developing relationships with a variety of prospective customers including:

- Utilities
- Independent System Operators (ISO's)
- Transmission System Operators (TSO's)
- Project Developers
- Energy industry consultants

This is an autonomous role which will work closely with the SVP Sales, The Americas to determine the business development and sales strategy and approach to build successful sales activities within the region.

The Sales Executive will use a variety of outbound prospecting tools to meet their objectives including outbound phone calls, emails, virtual and in-person events, connection through social media, etc. They will call upon senior level managers and at times government officials and must be comfortable working with top leadership contacts. Success will be measured based upon both selling activities and results. This role works in close collaboration with a team of technical subject matter experts, analysts, and sales engineers throughout Energy Exemplar's global team. The position is supported by strong training, coaching and mentoring and provides opportunity for professional growth, compensation growth and career advancement.

Successful candidates will be high energy, intelligent, outgoing, professional, driven, and able to multi-task in a dynamic and often changing environment. The job will require humility, honesty, integrity, working independently, and significant industry based technical knowledge.

Duties and Responsibilities

- Meet or exceed the personal sales targets based on team's annual corporate targets
- Make daily outbound (cold and warm) phone calls
- Achieve weekly targets for number of appointments set and conducted with targeted individuals
- Travel within the region to conduct face to face sales meetings
- Maintain Salesforce.com CRM database with accurate contact information, all call and meeting activities, and all sales opportunities
- Master the use of selling tools: e-mail, outbound phone calls, LinkedIn, and other social media channels

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- Establish and maintain effective working relationships with coworkers, customers, government officials, executive leaders within target prospects, technical leaders, engineers, etc.
- Establish a mastery level of sales and business knowledge relative to energy analytics, planning, risk management and related products and use cases (energy industry business models, business drivers, trends and business issues)
- Develop solid understanding/high knowledge of market segments and applications for our products
- Serve as a coordinator during the sales process---between prospect sourcing, technical demos, trials, and serve as process coordinator and “closer” to get the signed contract
- Coordinate with support to effectively transition new customers
- Join and participate in meetings of trade organizations and interest groups to establish relationships, and build awareness of Energy Exemplar
- Perform market research to identify prospects, new market areas and new market/service opportunities
- Support the development and implementation of regional marketing initiatives

Knowledge and Skills

- Foundational knowledge of power generation, transmission and utilities industry desired
- Strong interpersonal presence and skills - demonstrated ability to build rapport
- Outbound phone-based prospecting experience targeting senior executives
- Experience working with Salesforce.com or similar CRM
- Proficient with corporate productivity and web presentation tools
- Excellent verbal and written communications skills
- Strong listening and presentation skills
- Ability to multi-task, prioritize, and manage time effectively
- Self-driven, results-orientated with a positive outlook and a focus on quality
- Thorough knowledge of standard Microsoft programs – Word, Excel, PowerPoint
- Ability to manage multiple competing priorities
- Sense of urgency for goal achievement
- Strong desire for personal and career advancement

Education and Experience

- University degree required – Engineering, electrical, or energy related field preferred
 - 2+ years of experience in a sales or technical sales role
 - Proven track record of achievement of sales quotas
 - Energy technology industry experience desired
 - Regional experience in a sales role
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A successful candidate will be:

- *Urgent*...Thinking quickly on your feet, you'll be busy, always, and will need to operate with whatever information is on hand and do your best to figure things out. If you like to drive action and activity, this is the right job for you. In our world, there's no time for dilly dally! Opportunities need to be seized and can move fast – you can't hesitate when the time is right.
- *Patient*... OK... this sounds contradictory, but governments and energy organizations can move very slow, very fast and everything in between. You will have to accommodate varying levels of commitment and timing and not push a situation that requires patience.
- *Smart*... You need to be smart enough to know when to be Urgent and when to be Patient.
- *Intelligent*... Yes, this is the same as Smart... AND you need to be able to solve problems and remove obstacles diplomatically and with little supervision
- *Resilient and Tenacious* – Successful candidates will be willing to work under pressure in a dynamic environment
- *Positive*... A positive attitude and a willingness to serve others is key. Your role is a lead role on a team of subject matter experts and other team members all striving to get it done with you.
- *Attentive*... You will need to have incredible listening skills, the ability to tune into the conversation your counterpart is willing to have, and a healthy dose of humility and humor to pull this off.
- *Curious*... We are looking for someone who is a lifelong learner. Our goal for this position is to help a successful candidate become a subject-matter expert and in the (not too distant) future, a leader in our company. We want someone who is naturally curious and passionate about learning.
- *An Excellent Communicator*... Spoken and written communications skills are tremendously important in this role. You will need to be an excellent communicator and a leader to work effectively in this role.
- *Discrete*... You will have access to sensitive information... Discretion in handling and communicating that information is important
- *Flexible*... Comfort with change and working in a sometimes-uncertain environment will be key
- *Humble*... Ability to engage with people at all seniority levels across a variety of cultures, often having conversations on topics where they know a lot more than you

What We Offer:

- **Personal Growth and Career Advancement** – This is not a dead-end job... If you work hard and learn fast you will have opportunities for advancement. Your growth is our growth.

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- **Opportunity to Succeed** – We don't have time to think small. Our fast growth has created abundant opportunities, and we need people that are willing to work hard to keep up with the opportunities in front of us.
- **A Customer-Centric Philosophy** – Our customers are diverse – they have unique needs and we work hard to serve their specific situations, innovating new solutions to make things easier, faster, better and more cost-effective. We work vigorously to earn and keep customer trust.
- **Ability to be a Pioneer** – Our growth is leading us into new places, and new ways to help society – Optimizing energy and reducing emissions is an important mission. Innovation for us is based on the possible; not the probable. You will be presented with opportunities to contribute and create new ideas.
- **Fun and Hard-Working Environment** – We feel good looking upon our accomplishments at the end of the day.
- **World Class Tools** – We are a technology company – we believe in world class tools. We use Salesforce.com. We support and train our sales team. AND Our award-winning technology solutions are a huge selling point for our customers!
- **Support** – You will be part of a team that cares about you personally and professionally.
- **Benefits, Vacation, Etc.** – Of course, we offer all the standard benefits as well.