



## Opening: Director of Sales, Western Region

EnergyPrint, a leading innovator of online energy management and reporting tools, is seeking a Director of Sales. EnergyPrint ([www.energyprint.com](http://www.energyprint.com)) helps building professionals manage and reduce energy through easy-to-understand analytics delivered via an online energy management dashboard.

The Director of Sales will have an instrumental role in identifying, attracting and retaining customers and partners for EnergyPrint in the Western U.S. The individual will be responsible for identifying, prospecting and closing new accounts and identifying partners to support the annual strategic goals of the company. This position is designed for a proven, successful sales executive, a hunter and closer of business.

### PROFILE OF HIRE

- Understands building solutions and operations: Understanding of HVAC, Controls, Lighting and other specific building solutions
- Sales experience in industry: Has performed a sales role previously within the Controls/Automation, HVAC or Performance Contractor arena
- Creative Thinker/Problem Solver
- Professional Extrovert: Naturally enjoys social integration and building relationships that lead to stronger business opportunities
- Driven to Succeed: Rewarded by financial recognition and by passion for the industry
- Credible: Has experience selling and delivering services and solutions to customers on multiple occasions. Track record of customers returning to do business regardless of company association.
- Technology Savvy: Easily picks up new technology, tools, software and applications used in the course of business
- Effective Listener: Asks questions and understands customer needs; Is able to translate customer needs into business opportunity and coach account and delivery teams to meet expectations

EnergyPrint is a late early stage company with aggressive growth plans. The individual hired for sales will have a passion and drive to achieve significant sales goals with the appropriate level of organizational support and exceptional customer delivery. The individual hired for this role will be part of an executive level sales force responsible for delivering new direct national accounts and re-seller partners in order to reach the sales goals established by leadership. The Director of Sales will report directly to the CEO.

For more information, or to apply, contact:

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