

Opening: Western Region Sales Manager

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

The Sales Manager is responsible for completing sales and account activities in assigned regions that support EnergyPrint's overall business goals and lead to the company's successful acquisition and growth of customers and resellers. This individual will be instrumental role in managing and growing customers and partners for EnergyPrint. The individual will be responsible for collaborating with the sales team on presentations and proposals for prospective customers, and for the successful implementation of new accounts and resellers. This position is designed for a proven, successful sales manager/account executive.

PROFILE OF HIRE

- Understands building solutions and operations: Understanding of HVAC, Controls, Lighting and other specific building solutions
- Sales or account management experience in energy management industry
- Creative Thinker/Problem Solver
- Professional Extrovert: Naturally enjoys social integration and building relationships that lead to stronger business opportunities
- 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
- Organizationally Strong: Can manage a large account load, with many customers or resellers

EnergyPrint is a late early stage company with aggressive growth plans. The individual hired for the sales management role will enjoy engaging with all types of organizations and decision-makers in an effort to build long term relationships and grow the accounts in their region. The individual hired for this role will be part of an executive level sales force responsible for securing new direct national accounts and re-seller partners in order to reach the sales goals established by leadership. The sales manager is also responsible for the annual renewal and growth of customers. This role will report directly to the CEO.

For more information, or to apply, contact:

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