

Technical Sales Representative

Job Summary

Location

Houston, TX.

Job Type

Full Time Employee

Education Minimum

Bachelor's Degree

Relevant Work Experience

5+ years in technical sales

The Company

Hydro Green Energy, LLC is a for profit renewable energy project developer and integrator that designs, builds, and operates kinetic hydro power projects that generate electricity exclusively from moving water (river currents, tidal currents, and ocean currents) without having to construct dams, impoundments, conduits, or other infrastructure projects.

Company headquarters are in Houston, TX. For more information, visit our website at www.hgenergy.com.

The Position

Seeking a results driven, experienced technical sales representative, based in Houston, TX. to execute effective sales strategies to successfully increase annual sales revenues. The primary market focus is existing hydropower facilities, thermal power plants and navigational locks in North America, Europe, South America and Asia. Travel would be required.

Responsibilities (include but not limited to)

- Drive, plan, and execute the sales of Company's renewable energy products and support services to utilities, independent power producers, industrial entities and the government.
- Support both annual and monthly sales objectives and a cohesive Sales Plan in coordination with the Company's business plan.
- Quickly and effectively qualify new sales opportunities and close forecasted business in a timely fashion.
- Maintain and articulate a working understanding of the Company's technology.
- Understand and analyze customer needs and requirements as they relate to the application of Company's products and services.
- Engage in regular reviews and weekly sales activities and forecasts.
- Regularly update Customer Relations Management (CRM) program
- Support efforts within the Company to meet sales goals.

Qualifications

- 5+ years of technical sales experience with a solid track record.
- Outstanding consultative selling abilities and excellent interpersonal skills.
- Ability to work collaboratively with colleagues and staff to create a results driven, team oriented environment.
- Willingness to travel up to 40% of the time mainly domestically, but internationally as well.
- Candidate will be based in Houston area.
- Ability to conduct compelling and concise demonstrations to technical and non-technical audiences.
- Exceptional verbal and written communications skills.
- Ability to write detailed technical proposals and work independently.
- Proficient computer skills (Word, Excel, Powerpoint, etc.)
- Experienced at working across an organization effectively with his/her peers as well as with employees at all levels.

Salary/Benefits

Salary commensurate with experience, in addition to competitive pay, stock options and bonus programs. The Company offers comprehensive benefits including medical, dental, vision, 401K, paid vacation and holidays. The Company offers a drug free, smoke free workplace and is an Equal Opportunity Employer.

