



Job Title: Senior Industrial Sales Executive	Job Location: Spokane, WA or flexible
Reports To: VP Sales and/or President	January 21, 2011

### Position Overview

The Senior Industrial Sales Executive will be responsible for selling the AdaptiVolt™ voltage optimization system and associated services and equipment in a technical and complex sales environment. He or she will assist in the development and execution of the UtiliData sales strategy for the North American market to grow revenue, increase the customer base and establish market share. The primary responsibility of the sales executive will be to manage prospects from product introduction through sales closing within targeted industries. In addition, the position will also be responsible for ongoing account management and follow-up sales support. The sales executive will also attend occasional trade shows and develop a market presence in coordination with the UtiliData sales and marketing strategy.

### Key Position Responsibilities

- Identify prospective customers, develop and maintain key customer contact relationships and execute sales transactions.
- Develop sales forecast and report progress compared to the sales plan.
- Develop customer proposals and prepare responses to RFP for commercial opportunities.
- Provide ongoing account management and sales support services to customers.
- Act as a primary point of contact for customers.
- Assist in developing sales campaign to achieve marketing strategy.
- Work with senior management to establish sales quotas for regional territory.
- Travel to customer sites to maintain communications and relationships.
- Interface with other UtiliData team members and provide assistance as needed.

### Skill Set

- Sales closer. Ability to locate and sell to decision makers; easily develops relationships to become a trusted vendor and influencer, provides decision makers with the information needed to make the final decision. (Also is good at maintaining follow-up throughout the deployment process to assure customer satisfaction).
- Technical sales. Demonstrated ability to sell electronic control systems/devices within target industrial/institutional sectors (Intensive electric energy users).
- Key contacts. Has existing number of key contacts within target sectors.
- Technical Knowledge. Understands electronic control systems in general as they are used within our target markets can come up to speed with our product in a short time.

### Characteristics

- Aggressive, talented, self-starter that is energized by interacting with people.
- Adaptive, can prosper in an immature, unstructured organization.
- Creates solutions when faced with problems.
- Good chemistry and works well with both customers and PCS employees.
- Has an appropriate value set including integrity and work ethic.

**Requirements**

- A B.S. degree in a Business, Marketing or Engineering/Technical area from an accredited four year institution is preferred.
- 5-10 years or more industry-specific sales experience is preferred
- 5-10 years or more demonstrated success in external sales or relative experience is preferred.
- Excellent written and verbal communication skills
- Experience with desktop PC applications (Word, Excel, PowerPoint etc.) and CRM software.
- Strong leadership, presentation and negotiation skills.
- Excellent intrapersonal skills and demonstrated success working cooperatively with other people and project teams.
- Ability to manage multiple priorities with tight deadlines.
- Ability to identify priority tasks, self-direct sales efforts and work without supervision.
- Proven ethics.

**Compensation**

- Competitive salary of \$100,000 +
- Benefits package
- Commissions awarded on all sales closed
- Corporate performance bonus

NOTE: This job description is not intended to be all-inclusive. Employee may perform other related duties to meet the ongoing needs of the organization.