



SALES & MARKETING EXECUTIVE VP BUSINESS DEVELOPMENT NORTH AMERICA

Responsibilities

- Help identify customers, applications, and markets in North America that are an attractive fit for EKS products and solutions.
- Collaborate with the POWIN sales team to build a pipeline of potential projects.
- Originate sales opportunities, create compelling customer proposals, negotiate, and close transactions.
- Support and participate in business development and sales meetings with customers and represent EKS at industry conferences and other events.
- Collaborate with the project management and sales engineering teams to develop compelling offers for key customers.
- Research and engage partners to understand policy, regulatory or other barriers to North America market entry. Develop relationships with key customers, channel partners, and industry stakeholders.
- Grow and manage a sales pipeline of opportunities. Maintain opportunities/pipeline information in CRM.
- Interface with both internal stakeholders and external customers to transition awarded projects through EKS execution team and support until contracts are signed.
- Contributing to the development of marketing strategies.
- Conducting market research on rival products.
- Designing marketing plans for company products.
- Tracking sales data to ensure the company meets sales quotas.

Requirements

- Bachelor's degree in business administration, engineering, or related field required.
- Minimum of 10 years' experience in business development and/or sales in the energy, electricity, technology sector or other related field.
- Strong understanding and experience with the electric utility industry, including knowledge of investor-owned utility, municipal utilities, cooperatives and retail electricity providers structure and business model.



- Existing industry contacts and experience in managing strategic accounts and/or selling to utilities in North America.
- Knowledge of utility customer programs, rate design, funding mechanisms and the regulatory framework.
- Track record of successfully managing strategic relationships with developers, utilities, etc.
- Proven experience in communicating complex solutions to a specialized sector.
- Traveling 25-50% to accomplish business objectives such as trade shows, industry events, visiting offices, customer and/or project sites as needed.
- Knowledge of modern marketing techniques.
- High-level communication and networking skills.
- English/Spanish proficiency.

****If you are interested, contact: fronquillo@eksenergy.com with following subject line " SALES & MARKETING EXECUTIVE VP" ****