

## **Data Center and Microgrid Powergen Sales Specialist**

Collicutt Energy Services is currently seeking energetic Sales Representatives to join our growing team in California! We are looking for someone who is eager to get out and develop customer relationships and help grow our client base in the data center market and in the ever-expanding microgrid space. We offer hands on training and mentoring to help develop your talents, and a competitive compensation package including a base salary, guaranteed commissions to help you get started, no commission caps, auto allowance, solid group benefits, 401K matching, flexible work arrangements, and paid vacations and holidays to ensure work/life balance!

**Classification:** Exempt

**Benefits:** Full-time, defined as working an average of 40 hours per week, eligible for company benefits as defined in the company handbook.

**Standard Hours:** 8:00 a.m. – 5:00 p.m. Overtime and weekend work may be required. (Hours and work days may vary depending on scheduling demands)

**Supervisory Responsibilities:** No

### **The successful candidate will be responsible for:**

- Growing the existing customer database and developing new relationships in the data center market
- Growing the existing customer database and developing new relationships in the microgrid market
- Quoting sales of power generation products
- Customer satisfaction and creating a positive impact on the community
- Quick response to and resolution of customer needs and concerns, and timely feedback on technical proposals and job status
- Making regular sales calls to accounts at their place of business, job sites, and various on site locations
- Providing customer service and account maintenance initiatives
- Utilizing our pricing structure to quote jobs and day-to-day business
- Introducing product lines through marketing and sales campaigns
- Cold calling on potential new accounts and building new relationships
- Creating yearly sales budgets and forecasts
- Developing long-term relationships with key customers, vendors and associates
- Developing sales strategies and understand company initiatives
- Identifying new business opportunities
- Participating in regular sales team meetings
- Recommend changes in products, service, and policy by evaluating results and competitive developments
- Maintain professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; participating in professional societies
- All other duties as assigned

### **Required experience and skills:**

- Previous sales experience and/or proven sales ability
- Power Generation industry experience
- Experience accessing and presenting to the executive decision makers within existing and potential customer organizations
- Experience selling into the data center market
- Experience selling into the microgrid market
- Experience leveraging the California Demand Side Grid Support grant and funding program
- Experience leveraging the California Distributed Electricity Backup Assets grant and funding program
- Effective communication skills with a wide range of people including employees, customers, vendors and associates

- Strong industry specific technical knowledge or the drive and initiative to gain the required technical knowledge
- A self starter who can take initiative to search for new opportunities
- Computer literacy and excellent written and verbal communication skills
- Clean and valid driver's license and ability to travel internationally
- Ability to pass pre-employment medical/physical testing as well as provide a clean criminal record check
- High level of initiative, strong analytical and decision-making skills, coupled with exceptional negotiation skills

Collicutt offers a comprehensive compensation and benefits package, and those who choose to work with Collicutt are treated to our relentless pursuit of improvement through innovation and appreciate our ability to remain agile in our search for new ideas and cutting-edge designs.

If you are interested in this exciting opportunity, please submit your resume to [hr@collicutt.com](mailto:hr@collicutt.com)

*We wish to express our thank you to all applicants for their interest and effort in applying for the position; however, only candidates under consideration will be contacted.*

*Collicutt Energy Services Corp. is an equal opportunity employer.*

For more information on our company, please visit our website: <https://www.collicutt.com/ca/>