



## **Business Development Representative / Account Manager - Junior level**

### **Bring low-cost, sustainable energy to Small-Medium Businesses!**

Help Small-Medium Businesses (SMB's) be more sustainable AND reduce their energy bills. The energy transition is creating tremendous career opportunities! Sustaine is a dynamic and growing company in sustainable energy. We will train you in energy and welcome you to Sustaine as an Account Manager.

- Do you like to help others by selling?
- Do you make friends easily?
- Do you enjoy following a process?
- Can you put new concepts to work quickly?

Businesses have many choices in energy today. In fact, the options are dizzying. Sustaine helps SMBs understand their options and make the best choice. Our powerful, proprietary software platform leads customers to their best solution. Then we deliver it to them through our network of qualified providers. The result is a lower energy bill, less dependency on fossil fuels and a safer environment.

With Sustaine you will:

- Receive training in energy and Sustaine's best practices for outreach.
- Work contact lists focused on the best geographies and industries.
- Call / meet new prospects and introduce Sustaine credibly.
- Collaborate with an experienced internal team to optimize and explain energy options to SMBs.
- Build and maintain relationships with SMBs to deliver multiple solutions over time via consultative selling and a high level of service.
- Understand, present and obtain signatures on multi-page sales contracts.
- Employ a well-developed process including lead gen, outbound engagement by phone and in person, building rapport, obtaining client data, presenting platform outputs, overcoming objections, closing, and customer service / follow-up.
- With your manager, set and attain monthly, quarterly and annual sales goal/plan.

Requirements:

- Some experience selling required, <2 years best, preferably NOT in energy
- Self-starter, disciplined, able to perform well when working remotely
- Good organization skills and process-oriented



- Strong communication and relationship-building/management skills
- Comfort with numbers and quantitative concepts
- Preferred: Live in New England or New York
- Pluses: SMB network or experience; call-center experience but ready for more

This position is open to **junior salespeople with less than 2 years experience**. Base \$50k+, substantial commissions, solid benefits.

If you value building and managing relationships, you can have a great career in energy with Sustaine! Send resume and cover email / letter of interest to [info@sustaine.com](mailto:info@sustaine.com).