



Job Title: Director of Sales

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Location: Remote

Compensation: Competitive Salary and Commission depending on experience

Start Date: ASAP

EdgePower:

EdgePower was formed to tackle the most challenging behind-the-meter energy issues for large National Account retail / commercial energy consumers. Our on-site and cloud-based Enterprise Energy Management Systems are deployed into nearly 500 sites throughout the US, Mexico, and Canada. EdgePower's customers are Fortune 100 and S&Ps 500 companies. EdgePower's product offerings include Enterprise Energy Management, lighting and HVAC control, enterprise reporting and analytics of energy and building performance, and demand charge management services. Additionally, EdgePower is working with the Department of Energy SunShot initiative to develop battery storage products for commercial buildings.

Description:

EdgePower is hiring a Director of Sales. This position will be responsible for developing and executing on the sales pipeline for EdgePower Energy Management Products. This includes both existing product lines as well as this position will play an integral part in the sales and development of new products. The position will lead the development of the sales department at EdgePower. Director of Sales will report to the CEO and work closely with the team in growing EdgePower sales.

Desired Skillset:

The ideal candidate would have a proven sales record at the national retail / commercial companies and have contacts with Energy Managers responsible for facility automation decisions. Experience in sales of building automation, enterprise energy management, or related field is beneficial. EdgePower is a small but growing team. Initially this position will be responsible for developing leads and closing on new sales opportunities, with the goal to grow the sales team under this position as leads are developed and new opportunities emerge.

Contact:

If interested please email cover letter and resume to: jobs@edgepower.com.

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