

Direct Sales Professional – New Jersey

Tioga Energy is a renewable energy services provider that fast tracks energy independence for commercial, government, and non-profit organizations. The team consists of seasoned, smart and dedicated professionals. Tioga Energy is backed by top-tier investors, who are passionate about building a successful company and driving rapid growth of renewable energy.

Companies and organizations are looking for new ways to manage their energy costs and support their sustainability goals. While solar power systems look like a viable solution, installations are complicated, capital-intensive and time-consuming. Tioga Energy solves these problems by providing a solution that frees its clients from the complexities of buying and installing a solar facility. Tioga purchases, installs and maintains solar power systems on its client's rooftops or property, and sells the electricity the systems generate to its clients at long-term guaranteed rates through Power Purchase Agreements, or PPAs. PPAs have become the leading way in which commercial-scale solar power systems are deployed in the United States.

Position Summary

Tioga Energy is looking for sophisticated sales professionals who have a demonstrated ability to create and develop sales opportunities in a dynamic, high growth, start-up environment and industry. Candidates will be highly motivated individuals who are relationship oriented and can penetrate complex organizations. The ideal candidate will have the ability to develop new accounts as well as manage and grow existing account relationships.

Job Responsibilities

- Identify and qualify prospective clients
- Consult with clients to understand underlying needs and identify key decision makers
- Present company, its products, and capabilities to clients
- Work with sales analyst, sales engineer, and finance group to develop technical and financial solutions for clients
- Maintain relationships throughout the sales and implementation cycle and manage client accounts going forward
- Overcome barriers and close sales
- Develop every client to be a strong reference
- Provide input to others on the team regarding competitive offerings, product, regional opportunities, channel and other related sales issues
- Work with marketing to develop direct marketing plans tailored to specific regions and segments; support related events
- Support the collection and analysis of market trends and competitive intelligence

Specific Skills and Experience Sought

- Demonstrated ability and experience selling in consultative environment and managing complex sales cycles
- Strong contract negotiating and sales closing skills
- Strong presentation skills with experience selling to C-level executives
- Mastery of Microsoft Office products (Excel, Word, PowerPoint)
- Experience with Salesforce.com
- Knowledge of energy and related issues, commercial real estate and facilities management, or equipment leasing preferred
- Experience with a start-up in a new industry preferable

Requirements

- 5+ years of sales experience selling high-ticket products or services to senior levels of management
- A bachelor's (or advanced) degree in a relevant business discipline, such as marketing and/or finance
- Ability to work independently and handle multiple tasks and prioritize accordingly
- Must be passionate about getting into the renewable energy space
- Travel Required

Resumes should be sent to jobs@tiogaenergy.com