



Position Available

Commercial Power Systems Sales

Roles and Responsibilities Summary:

The Power Systems Salesperson is responsible for generating, cultivating and closing sales opportunities. The specific mission is to develop leads from an existing contact database, to prospect for new leads within an assigned territory, participate in lead generation activities, and follow-up on all commercial business leads. The salesperson should be proactive, resourceful and energetic with customer-oriented consultative sales approach.

Responsibilities:

- Prospect and develop sales opportunities within assigned accounts and territories through warm and cold phone calls, emails and customer visits.
- Respond to incoming sales leads (from the website, trade shows and other marketing avenues) and provide consistent, high quality customer service.
- Develop strong customer relationships, communicating effectively our value added services to each account.
- Perform all sales and sales support functions for assigned accounts. This includes collecting, storing and updating customer information on the company CRM system.
- Work cooperatively with other company departments to ensure high levels of customer service.
- Actively develop skills relative to account development, sales capabilities and product knowledge.
- Scope, quote and close deals based on customer requirements.
- Help foster an open, honest and fun work environment.

Other duties as assigned Qualifications:

- Have 5-10 years experience in power systems sales, technical knowledge of power systems including engine generators, ATS and switchgear. Knowledge of UPS systems and cooling equipment is a plus.
- Be professional and articulate. Have strong verbal and written communication skills.
- Be creative, entrepreneurial, self-motivated, energetic and success-oriented.
- Have strong relationship and team-building skills, specifically the ability to foster lasting relationships and inspire trust from customers, vendors and coworkers.
- Be organized and have the ability to work in a fast-paced environment.

Location:

Office located in Riverhead, Long Island, NY. Daily travel required. This is an outside sales position.

Compensation:

Base plus incentive.

Benefits will include:

- Health Benefits
- 401K
- Profit Sharing
- Paid Vacation
- Paid Holidays

Email: info@commanderpowersystems.com