

Position: Business Development Manager, Commercial

Department: Sales

Reporting to: - CEO / TBD

Employment: Full-time, salary/bonus arrangement

Employment Agreement: Employment Agreement

Goal of this position: #1 Champion sales to select verticals of the commercial hot water heating industry. #2 Rapidly grow the business to acquire critical mass and establish the product as most demanded/specified in these select verticals. #3 Develop and implement all programs / processes / enablers to make #1 and #2 happen for USA and Canada

Territory:
Continental USA & Canada

Responsibilities:

- Identify key verticals for the company including hospitality, multifamily, schools, etc where the product can be firmly established to create uncontested market space
- Develop mechanisms, establish relationships with verticals and tipping points to create a pull-through for the product augmenting existing distribution (buy-sell and wholesale channel partners)
- Create programs, processes, strategic relationships, value proposition based selling to secure, sustain and grow these verticals
- Working with the CEO, create an annual sales plan at the time the annual budget is prepared. Update quarterly to keep a rolling 12 month forecast in place.
- Collect, analyze and use market intelligence on self identified customers (competitor activities, incentives, regulations, etc.) to make recommendations to Management
- Support trade shows and events that are relevant to commercial customers
- Meet sales objectives within the Territory
- Complete regular reporting as required by current Company policy including providing current customer contact information for a central customer database
- Additional tasks as required during the course of the business year

Experience and Education:

- A minimum of 10 years' experience in the sale of commercial water & space heating products to ESCOs, building management companies, engineers, buy-sell reps and wholesalers; candidates with hydronic heating experience will be a plus.
- A college degree in engineering, however candidates with a minimum of ten years of field experience or hydronic equipment sales experience will also be considered

Skills and Competencies:

- Entrepreneurial DNA and a drive to change the world
- Excellent interpersonal, language and communication skills
- Strong user skills in MS Office, particularly presentations
- Strong organizational skills, creative self-starter

To apply for this position: Please email resume/cover letter to careers@intellihot.com