



Southern California Territory Sales Manager

Job Posting 1039

FlexEnergy Inc, a recognized technology leader in green power generation from waste gas, microturbines and recuperators, has a need for a Southern California Territory Sales Manager to develop opportunities to market and sell FlexEnergy solutions. The key role for this position is to drive incremental revenue for FlexEnergy, while also positioning FlexEnergy as a market leader in the Southern California territory.

This role will encompass developing and contracting new opportunities in the defined territory. Initially the role will be to identify and develop new potential opportunities, schedule customer meetings, develop and execute a sales strategy, negotiate and contract transition commissioning responsibilities to the services team.

Responsibilities

- Sell FlexEnergy technology solutions in the Southern California Region
- Identify and develop new opportunities within the Southern California Region
- Develop relationships with key executive contacts of target major accounts, partners and distributors
- Work closely with Government Affairs to position FlexEnergy in the regulatory environments of the Southern California territory

Qualifications and Requirements

- Problem solving with regard to established practices, rules, regulations, manuals, counsel/advice
- Independent, original thinking
- 4 year college degree
- 5 year sales experience
- This position requires local and long distance travel (up to 40%)

Compensation and Benefits

- We offer a competitive pay and benefits package that includes medical, dental, vision, flexible spending account, life and disability insurance and a 401K plan (co. matching)

FlexEnergy Inc., is an equal opportunity employer

E-mail inquiries & qualifications: hr@flexenergy.com

Please include "Territory Sales Manager" in the subject line.