

# Inside Sales – Portsmouth, NH

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## Description

FlexEnergy is a privately-held, New Hampshire-based manufacturer of the highest quality and most robust small gas turbine generators and heat exchangers available. Via a collaborative sales process, FlexEnergy works with each customer to provide clean, reliable, and flexible solutions. FlexEnergy's 250kW, 333kW, and 1.3MW gas turbines provide highly reliable, low maintenance, and low emissions electricity and heat to global customers, often in remote areas where the electric grid can be unreliable, expensive, or altogether absent. Developed over the course of two decades by Ingersoll Rand before being acquired by FlexEnergy in 2010, FlexEnergy turbine technology provides the cleanest source of cost effective power and is uniquely suitable to a wide range of power generation requirements. FlexEnergy's innovative and compact heat exchangers create value from heat that would otherwise be wasted.

FlexEnergy needs an experienced Inside Sales Representative to join the team. Based at the company's headquarters in Portsmouth NH, this position will help drive sales of our products. Daily priorities will include; researching industry trends, corresponding with customers, and interfacing with internal teams. This position will work closely with Marketing to drive FlexEnergy's presence in the power generation and heat exchanger markets through outbound e-mail campaigns. Ideal candidates will be friendly, well-spoken/written, and ready to help the team close deals. Candidates need to be very outgoing in nature, with excellent 'soft skills' in networking throughout a very large marketplace to identify strong prospect opportunities and associated contacts. Experience in the evolving power generation, renewable energy and heat exchanger markets is preferred but not a hard requirement.

## Highlights of Responsibilities:

- Research industry trends and create reports on target markets
- Develop target applications and prospective customer lists
- Work with Marketing to create e-mail campaigns and material for outbound customer contact
- Manage initial customer contact and lead qualification process
- Respond swiftly and courteously to all inbound customer inquires
- Work with Applications Engineering to ensure correct equipment configurations
- Follow up with all customers and hand off to Sales Managers once leads are fully qualified
- Assist applications engineering with generating equipment proposals as required
- On an as-needed basis, travel to assist sales and applications engineers to meet prospective customers, particularly in the local northeast region of the country

## Critical Competencies / Experience:

- 4 year college degree or equivalent is required
- 5+ years' inside sales experience (outbound sales lead generation preferred)
- Excellent verbal communication skills and telephone manner
- Familiarity with Windows operating systems
- As there will be a lot of gathering, filtering and sorting of data, candidates need to possess strong data analytic skills, particularly in Microsoft Excel
- Knowledge of power generation, renewable energy and heat exchanger markets a plus
- Proven track record of successful sales experience preferred

## Company Profile

FlexEnergy Inc. ([www.flexenergy.com](http://www.flexenergy.com)) designs and manufactures an innovative product line of gas turbines which produce clean power with near-zero emissions from a broad range of fuel sources. Through its offices in the U.S., Europe and Asia, FlexEnergy employees provide comprehensive expertise in several markets, including Oil & Gas Production, Cogeneration, and Biogas.

## Compensation and Benefits

We offer a competitive compensation and benefits package including medical, dental, vision, flexible spending account, life and disability insurance, and a 401K plan (with company matching).



FlexEnergy Energy Systems, Inc. is an equal opportunity employer

E-mail inquiries & qualifications: [hr@flexenergy.com](mailto:hr@flexenergy.com)

Please include "Inside Sales" in the subject line

