**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.

The Territory Sales Manager will play a critical role within FlexEnergy. This position will grow the sales pipeline ensuring a steady flow of sales are closed. This position will direct sales and distributors within the defined territory to ensure annual volumes are met. The sales manager will work with marketing on outreach programs to constantly develop new opportunities. This position may also cover additional distributors/territories outside of North America on a temporary or permanent basis. The key role for this position is to drive revenue. The sales manager will drive pipeline growth via distribution partners, marketing/events, and direct customer outreach. This position will work with the marketing resources to develop outreach plans and strategies for expanding FlexEnergy’s sales opportunities. This position is responsible for developing and maintaining distribution networks that will produce a dependable stream of recurring revenue for FlexEnergy.

**Highlights of Responsibilities**:

* Manage and develop direct sales and distribution channels
* Identify and develop new markets
* Build sales pipeline through contacts, marketing, and trade shows
* Setting up distribution or partner networks and supporting the global FlexEnergy sales effort
* Sell equipment, service contracts, and upgrades
* Responsibility for accurate forecasting and reporting of sales potential in the defined territory
* Maintaining high product and market acumen, sales motivation, partner morale with distribution network
* Sell FlexEnergy technology solutions in the territory direct to end customers or end users when there is no exclusive distribution network setup
* Develop relationships with key executive contacts of target major accounts, partners and distributors
* It is expected that once fully ramped, this role should generate $10M in new annual revenues

**Critical Competencies / Experience:**

* Must have experience in CHP, CCHP, Biogas, Oil&Gas, and the distributed generation markets
* Able to identify target markets and work with marketing to develop an outbound plan to capture new opportunities
* Must be able to build the sales pipeline, working with distribution channel partners and directly with end customers
* Must have the ability to articulate the technology value proposition to end customer and channel partners
* Work with customers, distribution channel partners, and financiers to understand the state of the project and required steps to close
* Work closely with Applications Engineering to ensure end customer requirements are met
* Highly motivated, creative thinker with high acumen in building and managing professional relationships
* Problem solving with regard to established practices, rules, regulations, manuals, counsel/advice
* This position requires local and long distance travel (up to 70%)

**Knowledge**

* Formal Education Requirement: 4 year college degree
* Minimum Years of Experience Necessary: 10 year sales experience

**Company Profile**

FlexEnergy Inc. (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 “Territory Sales Manager” in the subject line**