



Account Manager

Job Overview

Northern Reliability is currently seeking a Sales Account Manager with experience in microgrids, battery energy storage systems, and distributed energy technologies and solutions. This role will serve as part of an integrated team-based sales group. The candidate must be will be a quick-learner, be comfortable with multi-tasking and engaging with cold-contacts, and have a background in lithium-ion and other energy related sales. This position's success will be realized by candidates with tremendous drive and follow-up skills. The position will report to our Vice President of Sales & Development and will operate on a daily basis within a sales team environment.

Essential Functions and Responsibilities

- Cold calling customers in the utility and commercial/industrial sectors who will be identified by the Senior Account Managers, Vice President of Sales, and President.
- Work with sales, technical, marketing and operation teams and resources to deliver profitable growth as an individual contributor to the company's revenue.
- Work collaboratively with other sales team members to identify opportunities within markets, and establish relationships with key decision-makers.
- Provide feedback to sales team management regarding customer reactions and/or requests for specific products to be developed.
- Represent NRI at industry conferences at least once per year.
- Manage ongoing customer relationships through Salesforce CRM
- Participate in closing strategic opportunities
- Travel to meetings with customers and partners to develop key relationships as may be requested.

Reports To

The position will report to our Vice President of Sales & Development and will operate on a daily basis within a sales team environment.



Qualifications

- 2+ years of progressive experience in Sales, Business Development or Marketing.
- Sales experience within the industrial machinery, utility, or energy storage industry is preferred.
- Experience working with power systems integrators and end customers in the energy storage market is ideal.
- Experience managing key customer relationships and closing strategic opportunities
- Exceptional Communication Skills (both verbal and written) are critical.

Physical Requirements

- Hearing and vision within normal ranges, with or without corrective lenses or an assisted hearing device.
- Sitting for extended periods is common.

Northern Reliability is an equal employment opportunity employer and does not discriminate on the basis of race, color, religion, sex, sexual orientation, gender identity, national origin, disability, age, veteran status, or any other legally protected characteristics with respect to employment opportunities.