



Senior Account Manager

Job Overview

Northern Reliability is currently seeking a Senior Sales Account Manager with experience in microgrids, battery energy storage systems, and distributed energy technologies and solutions. This role will serve as a senior member within an integrated team-based sales group. The candidate must possess significant experience in the modelling, pricing, and development of energy storage projects and must be comfortable with multi-tasking and engaging with established contacts in an in-depth technical manner. The candidate should be inclined to pursue cold-contacts in identified targets markets, and have a background in lithium-ion or other BESS related system components. This position's success will be best realized by candidates with tremendous drive and follow-up skills and the ability to contribute to the team's overall success.

Essential Functions and Responsibilities

- Develop and pursue industry-specific sales strategies and cold-calling target lists for Account Manager team members.
- Cold calling customers in the utility and commercial/industrial sectors through their own personal initiatives or those identified by the Vice President of Sales, and President.
- Work with sales, technical, marketing and operation teams and resources to deliver profitable growth as one of the primary contributors to the company's revenue.
- Work collaboratively with other sales team members to identify opportunities within markets, and establish and maintain relationships with key decision-makers.
- Provide feedback to sales team management regarding customer reactions and/or requests for specific products to be developed.
- Represent KORE Solutions Group at industry conferences throughout the year.
- Manage ongoing customer relationships through Salesforce CRM
- Generate and present sales quotations and execute sales agreements to and with clients using pre-approved sales templates, contractual processes, and established terms and conditions.
- 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 where they will interact with other Senior Account Managers and Account Managers.



Qualifications

- 4+ years of progressively more detailed experience in Energy System or Capital Equipment Sales and Business Development.
- Inside and Outside 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
- A Bachelor's Degree in Business is preferred.

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.