

Job Title:	National Accounts Executive	Job Category:	Exempt
Department/Group:	Sales		
Location:	Irvine, California	Travel Required:	50%
Reports To:	V.P. of Sales	Position Type:	Full Time
Level/Salary Range:	Competitive Base-salary + Commissions	Date Posted:	3/1/2018
HR Contact:	Dixie Milberg	Start Date	ASAP
External posting URL:	<a href="http://www.phoenixet.com/company/careers-phoenix-energy-technologies">http://www.phoenixet.com/company/careers-phoenix-energy-technologies</a>		
Applications Accepted By:			
E-mail: <a href="mailto:careers@phoenixet.com">careers@phoenixet.com</a> Subject Line: Careers at PhoenixET Attention: Dixie Milberg		Mail : Dixie Milberg, AVP Phoenix Energy Technologies, Inc. 165 Technology Drive, Suite 150, Irvine, California 92618	
Job Description			
<p><b>POSITION SUMMARY:</b></p> <p>Phoenix Energy Technologies, Inc., combines cutting-edge technology with ecological responsibility and state-of-the-art, cost-cutting facility management technology and services.</p> <p>We currently have openings for experienced, highly motivated and professional National Account Executives with a passion for success and an affinity for consultative selling.</p> <p><b>ABOUT PHOENIX ENERGY TECHNOLOGIES, INC.:</b></p> <p>Founded in 2004, Phoenix Energy Technologies is a leading provider of Enterprise Energy Management Software and Enterprise Energy Management Services. PhoenixET works with retail, grocery and healthcare customers to discover opportunities and implement strategies which reduce energy consumption and lower facilities spend. Through real-time measurement and verification of energy use, related costs and contextual data (such as weather, occupancy, and schedules) PhoenixET helps its customers get a "full view" of energy consumption and costs to drive efficiencies, reduce energy spend, and deliver maximum ROI.</p> <p>In addition to its SaaS software services, PhoenixET also provides professional monitoring and analysis AaaS services to its customers. PhoenixET has taken an innovative approach to alarm and data management with a focus on built-in intelligence. By leveraging the PhoenixET technology platform, together with a robust and innovative services arm, and proactive analytics tools, PhoenixET Customers redefine the 360-degree approach to energy and facilities management.</p> <p>Culture is king at Phoenix Energy Technologies and we take great pride in our Phoenix Family atmosphere and boundless Team spirit! We offer a great product/service, have exceptional leadership and a close-knit group of knowledgeable and hard-working Team-oriented employees. We are innovative, creative, professional and growth-oriented. <b>We have excellent medical, dental, vision and life benefits, a great flexible Personal Time Off Plan (PTO) and immediate 401K contributions.</b> PhoenixET is truly an awesome place to work and grow!</p> <p>We are excited about where we are headed and we think you will be too:</p> <ul style="list-style-type: none"> <li>Using our SaaS product, we help large multi-site organizations reduce energy consumption and costs without the installation of hardware, through quickly implemented web-based software coupled with our professional services and proactive analytics.</li> <li>Our Customers achieve measurable facility energy savings by operating much more efficiently, limiting equipment failures and costly truck-rollouts, and providing greater comfort controls as well as taking advantage of our proactive analytics.</li> </ul>			

- Armed with better monitoring and decision-making tools, customers not only save money, they also support sustainable energy and attain significant carbon reduction goals.
- Through our technology and services, we help our Customers achieve revenue protection as they reduce energy consumption and facilities spend in their first year with PhoenixET.

**RESPONSIBILITIES:**

- Achievement of sales quotas
- Proactive prospecting consistently identifying new opportunities
- Expertise and ability to provide consultative solution selling to new accounts
- Maintain up-to-date knowledge of market conditions, trends and the competitive landscape
- Strong focus on Customer Satisfaction, with a high level of personal ethics and professional integrity

**QUALIFICATIONS/SKILLS:**

- Strong acumen of consultative solution and ROI based selling
- Proven success in a sales role in which achievement will be measured by sales closed
- Outstanding written and verbal communication skills
- Ability to self-direct and deliver with little supervision
- Experience with growth-oriented companies
- Enjoy working with smart people and learning what you don't know? We have an amazingly talented Team!

**EDUCATION AND EXPERIENCE:**

- 5 – 10 years selling to national key accounts in the facilities management and/or energy management or software industry
- Bachelor's degree preferred

**MUST BE ABLE TO WORK IN THE UNITED STATES FOR ANY EMPLOYER WITHOUT SPONSORSHIP**