

SALES ENGINEER

At GreenerU, we envision educational and community institutions leading the world in mitigating climate change. Our mission is to help our clients achieve climate neutrality and sustainable operations.

GreenerU helps institutions navigate the organizational, operational, and infrastructure changes required to reach climate neutrality through planning, engineering, and implementation. We're in this because we care—about the planet, about our clients, and about each other.

We are looking for a committed, passionate, fun, and energetic individual to join our team.

THE POSITION

GreenerU seeks a highly motivated HVAC-minded sales engineer who has experience building and maintaining strong, long-term customer relationships. The ideal candidate has knowledge of the energy efficiency and decarbonization industry, can understand and interpret customer needs, and can develop and sell complex solutions-based projects. This person can thrive in an entrepreneurial environment with little direction and think creatively to suggest new, innovative approaches.

Projects GreenerU delivers vary depending on customer needs. Examples of past projects that this person may be tasked with include energy-efficiency zero-carbon building program development and delivery, decarbonization studies, boiler retirement and electrification, enabling buildings to accept new low-carbon energy from central plants, chiller and air handling replacements, heat recovery solutions, and ventilation optimization.

The business development engineer will report to the vice president of engineering.

REQUIRED SKILLS, EXPERIENCE, AND CHARACTERISTICS

- 7–10 years of experience in a technical sales position with a complex sales cycle involving multiple stakeholders with particular emphasis on MEP building solutions
- Experience developing new territories for a growing company
- Experience identifying opportunities and creating comprehensive, creative solutions
- Understanding of client organizations, structures, and buying influences.
- Knowledge of financial vehicles and analysis methods that can deliver creative financial solutions for complex capital investment projects
- Network of contacts that can be used for driving new business development
- CRM (Hubspot) experience
- Strong verbal and written communication skills
- Strong analytical skills
- Ability to work independently with limited guidance
- Ability to work effectively in a team environment
- Ability to manage multiple projects and schedules simultaneously
- Strong attention to detail and organizational skills
- Proficiency with MS Office, especially Excel, and Google Drive
- EIT or CEM certification is a plus
- Field project management experience is a plus

PRINCIPAL DUTIES

- Work with company management to develop, adapt, and maintain sales and marketing strategies
- Actively manage and own the complete sales cycle, including closing the sale
- Increase the company's visibility in New England and New York across all market verticals, including retrofit and new construction of higher education, K12 education, non-profits, commercial and industrial laboratories, and multi-family residential buildings
- In actively managing the full sales cycle you will be expected to:
 - Collaborate with engineering and operations teams to understand capabilities, solutions offerings and project delivery processes
 - Build and regularly update the the sales funnel and integrate into GreenerU's CRM platform
 - Develop new and maintain existing customer relationships through sales and marketing efforts, including conference attendance
 - Collaborate and communicate constructively with owners to identify challenges and needs and brainstorm solutions to their energy and carbon reduction goals
 - Develop solutions
 - Identify opportunities for energy- or carbon-reducing capital projects, such as upgrades to HVAC systems, energy efficiency measures, and replacement of fossil-fuel-based systems with all-electric-based systems
 - Work with GreenerU's engineering and operations teams to develop comprehensive solutions including cost estimating and proposal development
 - Ensure that proposals meet GreenerU's high quality standards and deliver on the customer's need
 - Close the sale
 - Manage the customer's full sales journey from initial presentation to contract execution
 - Deliver results
 - Ensure high levels of customer satisfaction by using GreenerU's feedback structure throughout the project-delivery lifecycle
- Actively engage with all aspects of GreenerU's business to learn our people, culture, value proposition, and services

OTHER DUTIES

- Develop and grow GreenerU's partnership network, including general contractors, architects, building enclosure experts, MEP engineers, equipment and material vendors, and trade subcontractors
- Share market intelligence with the management team and share ideas for how GreenerU can be considered a thought leader in the decarbonization space
- Participate in relevant professional organizations
- Work to secure relevant professional certifications
- Perform other related duties as assigned

BENEFITS

- Competitive salary
- Paid time off, parental leave, and eleven paid holidays
- Health, vision, and dental insurance
- Employer-supplemented HSA
- Employer-matched 401(k) plan
- Career learning and development opportunities

OUR CULTURE

At GreenerU we create a culture of excellence, key components of which include:

- Strong collaboration both internally and with our clients
- Putting our clients' interests first
- Continually raising the bar by which we measure success
- Frequently seeking feedback from and respectfully providing feedback to co-workers and clients on how to grow and improve
- Hiring and promoting high-performing individuals

Furthermore, as a mission-driven company, it is important that GreenerU emulate its values and interest in achieving broader sustainability on a daily basis both internally and externally. GreenerU strives to create an environment and operate in a fashion that reflects our values and mission. Employees need to understand and embrace the values our team honors every day.

GreenerU is a workplace environment committed to diversity, inclusion, equity, and justice. We are an affirmative action, equal opportunity employer and encourage candidates of diverse backgrounds to apply. We are looking for a committed, passionate, fun, and energetic individual to join our team.

Candidates are encouraged to apply to careers@greeneru.com by providing a resume and one-page cover letter describing your interest, skills, and relevant background experience. **No calls, please.** All staff is expected to be fully vaccinated for Covid-19. **For more information about GreenerU, please visit our website at www.greeneru.com.**