

Position Title: Senior Account Manager

Company: Xnergy

Job Category: Service Sales

Compensation: Salary + Commission; Commensurate with experience

Location: US – Southern California

Job Description

Xnergy has a great opportunity for a senior-level, motivated, sales-oriented person who has extensive business, account and project development experience. Ideal candidate has experience in developing and cultivating new business opportunities, implementing sales strategies, communicating technical and financial strategies, managing client relationships, and preparing technical proposals. Specific capabilities to be sold include Heating, Ventilation, & Air Conditioning (HVAC) services, Pipefitting, Plumbing, Electrical, and Commissioning scopes of work and Preventive Maintenance contracts.

Key responsibilities

- Maintain thorough knowledge of mechanical construction industry, structure, trends, and issues to ensure full discovery and understanding of customer's primary business goals, operations, challenges, and requirements.
- Possess a thorough knowledge of various construction trades, specifically HVAC, Piping, Electrical, and Commissioning.
- Be familiar with and be able to generate Preventive Maintenance estimates and proposals for HVAC and other systems for non-residential customers.
- Cultivate effective business relationships and communicate full scope of Xnergy solutions and services to meet customer business goals and achieve company sales objectives, including sales volume and market share.
- Target and contact key decision makers and develop positive relationships to secure the sale of Xnergy's offerings.
- Monitor account plan progress, including market conditions, customer needs, and competitive activity; provide progress and execution updates.
- Seek internal technical guidance and project support to ensure achievement of customer satisfaction.
- Present and close sales opportunities to Director-level or Corporate-level executives.
- Perform other duties as required.
- Target companies and organizations in Biotech/Life Science, Semi-Conductor, Manufacturing, and other high-tech industries.

Skills and experience required

- 5+ years in the HVAC and/or construction business.
- 5+ years in a sales capacity.
- Experience marketing HVAC service or project work and/or construction , or technical solutions within mechanical and construction services industry and target markets required.
- Ability to identify customer construction needs, effectively communicate solutions, and position Xnergy as provider of choice.
- Proven track record of securing sales of complex offerings from top-level management.
- Demonstrated sales lead development and account cultivation.
- Effective sales negotiation and closing techniques.
- Proven ability to identify customer needs and articulate solutions.

- Strong verbal, written, computer communication and technical presentation skills.
- Demonstrated ability to effectively manage multiple priorities and positive business relationships.
- U.S. Citizenship or U.S. Permanent Resident status required.
- Valid Drivers' License in good standing, issued by resident state required.

Interested individuals are encouraged to respond directly to Xnergy: please submit your resume, sample account or project history, and salary information directly to justinm@xnergy.com for immediate and confidential consideration.

Xnergy (www.xnergy.com) is a proven Energy Services Company (ESCO), engineering, construction, and mechanical service firm specializing in providing complete turn-key design-build and maintenance solutions for a number of market segments including Biotech, High Tech, Medical Device Manufacturing, Pharmaceutical, and Semi-Conductor Industries, and other critical facilities. Xnergy offers a complete range of services including energy auditing, LEED consulting, cGMP Clean Room Construction, Distributed Generation, Green Building and Retrofitting, Laboratory Buildouts, NEBB Certified Air and Water Balancing, HVAC, Electrical, Plumbing, Process Piping, Project Management, and Service and Maintenance. Xnergy is a full-service EPC (Engineering, Procurement, Construction) firm which has engineered, installed, and/or commissioned over 80 megawatts of traditional and alternative energy systems. Thoroughly experienced personnel will engineer/design, install, start-up, commission, and maintain systems and will welcome all energy challenges.

Xnergy employees enjoy a wide range of benefits and competitive compensation package. Xnergy is much more than just a company to work at. It's a place where you can challenge your innovative thinking and business skills and work alongside other highly intelligent and motivated people. It's a place where you can test yourself with some of the world's most challenging, interesting, and meaningful projects. Xnergy respects and values the diversity of our areas of practice and our people. It's what makes Xnergy a great place to work and grow. For more information on Xnergy, please visit our website at www.xnergy.com.

All applications will be treated with the strictest of confidence. Please note unsolicited candidates from recruitment agencies will NOT be accepted.