



<https://industrialenet.com/careers/business-development-manager-energy-vertical/>

Business Development Manager (Energy Vertical)

Description

IndustrialEnet is the premier provider of automated security and business intelligence solutions for the Transportation and Critical Infrastructure vertical markets. Our market leadership and unique business model has established us as the go-to partner of choice for our customers, including several Fortune 100 accounts.

We are seeking a talented Business Development Manager with a proven track record of sales experience in the Energy vertical market and building long-term client relationships. The successful candidate will have solid experience in major account management and designing sales campaigns to build a funnel for growth. You will have sold multi-technology solutions into major Energy opportunities, with a successful capture rate.

Responsibilities

The successful candidate will be a critical contributor to our growth in the Energy Sector. The role will also bring overall stronger brand presence and name recognition in the category through quality networking and brand ambassadorship. The goal is to expand our services and support solutions by bringing in new clients and strategic relationships significantly headed into 2021 .

Qualifications

- BS or equivalent
- 8 years of large account sales experience
- 3 – 5+ years North America Energy vertical market experience
- Trained in Consultative Selling techniques
- Automation experience a plus
- Proven ability to design a sales campaign for a long sales cycle opportunity
- Demonstrated field experience in a team-based environment
- Comfortable working in a remote environment
- Excellent verbal, written, and interpersonal communication skills are essential.
- Willingness to travel average 30% of the time

Job Benefits

- Paid Holidays
- Paid Vacation/Sick Leave
- Medical and Dental
- 401(k) plan with employer matching

Hiring organization

IndustrialEnet

Employment Type

Full-time

Networking

Security Networking

Job Location

Remote work from: Western USA

Date posted

September 28, 2020