



Sales Development Representative

Portland, Oregon USA Sales Office

Job Summary The Accuenergy Portland, Oregon USA Sales Office is seeking an energetic and motivated Sales Development Representative (SDR) to join our dynamic sales team. In this full-time role, you will be the frontline driver of our business growth, qualifying prospects to ensure a healthy sales pipeline, responsible for nurturing new leads and client relationships, developing quotes, and working concurrently with internal account managers to assure orders are processed in a timely manner. Your proactive approach and excellent communication skills will help expand our market presence across various territories and industries. This paid position plus option to gain a healthy commission after one year offers an exciting opportunity to develop your sales expertise in a fast-paced environment focused on B2B (business-to-business) sales, technology solutions, and customer relationship management.

Responsibilities

- Conduct customer technical discovery to determine requirements
- Architect client solutions to meet gathered requirements and unblock technical hurdles
- Recommend implementation strategies, enterprise architectures, platform and application infrastructure required for success
- Support the sales cycle in all technical aspects, including bid responses, quotes, and education and proof of concept work
- Work with electrician groups to ensure proper system installation and equipment commissioning
- Provide “best practice” advice to customers to optimize company solutions
- Prepare product messaging to highlight the company’s value propositions
- Ensure Occupational Health and Safety compliance with health and safety laws and regulations
- Follow all procedures in compliance of company standard policy and operation regulations.
- Any other operation-related responsibilities may be added as company continues to grow.

Experience

- Experience working with multiple stakeholders in designing and implementing technical solutions to meet diverse customers needs or equivalent experience in a customer facing role (including working as professional services or systems engineer)
- You can tailor your message to your audience and can talk to engineers, executives and everyone in-between
- You are self-motivated, goal-oriented, and favor teamwork in your ideal environment
- You are a strong active listener and communicate well in all mediums
- Previous experience with B2B sales
- Experience with CRM systems
- Fluency with basic computer programs such as Microsoft Office
- Ability to work autonomously
- High Attention to detail
- Ability to both work effectively in a team and independently
- A college degree is required

Salary/Benefits

- Base salary starting at \$50,000 (USD) / year
- Healthy commission structure starting after 3-month probationary period
- Insurance reimbursement after 3-month probationary period
- Paid holidays
- Paid Sick time

Join us as a Sales Development Representative if you're passionate about driving growth through innovative outreach, building lasting client relationships, and making an impact in the competitive world of B2B sales!

Company Profile:

Accuenergy is a fast-growing company at the forefront of the energy management industry. We specialize in providing innovative solutions to help businesses optimize their energy usage, reduce costs, and minimize their environmental impact. Our commitment to excellence and innovation, coupled with our start-up mentality and fast-paced environment, has fueled our rapid expansion, making this an exciting time to join our dynamic team.

Why work for Accuenergy:

At Accuenergy, we are committed to fostering a diverse and inclusive workplace where all employees are empowered to thrive. We offer competitive compensation, comprehensive benefits, and opportunities for professional development and growth within our rapidly expanding organization.

If you feel you are a good fit, please submit your cover letter and resume to Brent Haugen, Operations Manager at brent.haugen@accuenergy.com.