



Turbocharging Success

BUSINESS DEVELOPMENT SPECIALIST

Selling Energy

Selling Energy trains people to advance their careers and be better sales professionals through their award-winning in-person and online training programs.

Selling Energy is disrupting the sales training industry and turbocharging the success of individuals and organizations around the world. Selling Energy provides nanodegrees – credentials built to recognize real-work skills – and lifelong learning for the modern world. It supports a broad range of customers from the eco entrepreneur to the Fortune 500 Company.

In March 2015, Mark Jewell was presented the prestigious Gold Stevie Award for “Sales Training or Education Leader of the Year.” The founders’ first book, “Selling Energy: Inspiring Ideas That Get More Projects Approved!” has become a Wall Street bestseller and won accolades from the Axiom Business Book Awards and the Reader Views Annual Literary Awards.

Selling Energy’s headquarters is in the SOMA district of San Francisco, California.

OVERVIEW

We are looking for an experienced Business Development Specialist that can play a lead role in developing a segment strategy and growing sales of in-person and online trainings within an assigned market vertical. Target market verticals include:

- Electric & Natural Gas Utilities
- Utility Program Implementers
- Manufacturers & Distributors (of energy consuming equipment such as HVAC, refrigeration, lighting, etc.)
- Renewable Energy (solar & wind)
- Clean Tech (VC’s, battery storage, new tech start-ups)
- Women-Owned Businesses (non-energy sectors)

We are a growing company and are looking for several Business Development Specialists to fill new roles and that can grow with us.

This position will be based in our San Francisco SOMA office.

RESPONSIBILITIES

- Develop a thorough knowledge of your target industry including structure, trends, needs, and target prospects.
- Cultivate effective business relationships and determine how the Selling Energy offerings can map into prospects business objectives.
- Target and contact key decision makers and prospect for new business opportunities and close sales.
- Follow-up and track inbound marketing leads for your segment.
- Attend, exhibit, and present at relevant industry conferences.
- Manage project progress after the sale.
- Achieve target sales goals and track performance metrics.
- Draft contracts and invoice clients.
- Work in conjunction with marketing team to develop sales messaging and materials.
- Maintain relationships with existing clients to determine future training needs
- Some travel required (up to 20% of the time)

REQUIREMENTS

- Existing in-depth knowledge of one of the target market segments
- Demonstrated sales lead development and account cultivation skills, including effective negotiation and closing techniques in a B2B environment.
- Excellent written, verbal, and presentation communication skills.
- Valid passport & driver's license preferred but not required.
- Personal values that align with company mission and values
- Resourceful with a strong understanding of business acumen
- Ability to work successfully in a team and independently, and comfortable in very fast-paced and growing environments
- Comfortable using Apple computers and phones

TO APPLY

To apply, please send an email with your resume and response to the following questions to careers@eefg.com:

1. What are the greatest strengths you will bring to the team?

2. What part of the position excites you the most?
3. What did you like most AND least about your previous jobs?
4. If you are currently unemployed, what was the reason for leaving your last company? If you are employed, what is your reason for wanting to make a change?
5. What do you like to do in your free time?
6. What are the last three books you read?
7. What are your salary requirements?
8. What is your availability to start?

[Additional positions available.](#)

HOURS AND BENEFITS

- This position will be based out of our San Francisco office and expected hours are 40 hours a week with overtime available.
- Kaiser health insurance
- 15 days of Paid Time Off + paid holidays
- 401k and Profit Sharing
- Centrally-located office with easy access to public transportation (with commuter benefits in the works)
- Focus on on-going training and development including tuition reimbursement
- Unlimited snacks and beverages
- Beautiful offices with Apple laptops, double Apple monitors, and company cell phone

COMPANY CULTURE

At Selling Energy, we take pride in the quality of work that we do. We come to work each day knowing we're making a difference. As we grow, we continue to look for positive, action-oriented people who share our passion for service and who want to make their mark on the world. Being part of a growing company isn't always easy, but we hope it's always rewarding.

Our mission is to facilitate the success of individuals and organizations by providing exemplary training, service, and support. This applies to all of our employees, our clients, and the industries we serve.

“We don't get a chance to do that many things, and every one should be really excellent. Because this is our life.” Steve Jobs

Learn more about our [Core Values](#)

EQUAL OPPORTUNITY EMPLOYER

Selling Energy, part of Energy Efficiency Funding Group, Inc. (EEFG) is an Equal Opportunity employer and is fully committed to considering for employment and advancement all qualified individuals without regard to race, color, gender, religion, national origin, marital status, age, disability, pregnancy, protected veteran status, sex, sexual orientation or any other protected status. It is also EEFG's policy to comply with other federal, state and local laws that specifically prohibit other forms of discrimination.

EEFG conducts pre-employment background checks and drug test for all final candidates. Criminal history is not necessarily a cause for non-hire and EEFG will consider for employment-qualified applicants with arrest and conviction records.