

EXPION360 INC.
EXPION360

Job Description: Account Executive

Reports To: Director of Sales

FLSA Status: Full Time

Prepared Date: 02/29/2024

Expion360 Inc. is a supplier and developer of battery modules for the RV, Marine and Home Energy Storage markets. Expion360 Inc.'s next generation energy storage technology is creating possibilities for new applications with safe, reliable electrification solutions for use in many sectors that have been limited by the capacities of energy storage technology. Located in beautiful Redmond, Oregon, Expion360 Inc. is committed to providing solutions that preserve our environment.

Description

Expion360 has an exciting career opportunity for an Account Executive. In this position, you will be responsible for maintaining effective business relationships with assigned accounts daily and identifying and onboarding new clients, growth of bookings and sales. You will be responsible for growing and maintaining a network of authorized dealers, OEMs, and other businesses who currently use or sell deep cycle batteries. These accounts include RV and marine dealers, repair shops, vehicle upfitters, solar companies, and much more.

Responsibilities

- Represent our company with professionalism, enthusiasm, and a comprehensive understanding of our offerings
- Managing timely needs of the customers, identifying new opportunities/solutions to grow, and maximize the clients' customer experience.
- Generate leads, and build and nurture client relationships
- Execute the company's strategic sales plan that expands customer base and extends global reach
- Speak with potential clients and grow long-lasting relationships by understanding their needs
- Work in unison with others to create, and implement targeted sales strategies to maintain your pipeline and grow sales, and increase ways that our customers can benefit from Expion360's services/products
- Identify potential new accounts and follow-up on new sales leads and marketing efforts.
- Manage and prepare bids, quotes for proposals/quotes, etc.
- Inform customers of new products relevant to their business applications.
- Manage and track corporate training initiatives with key personnel throughout territory.
- Scheduling, planning, and prioritizing weekly sales routes.
- Keep management informed of local competition and market conditions.
- Provide consultative solutions to prospects and customers.
- Active use and proficiency of CRM system to manage relationships and customer interactions.
- Participate in training sessions, trade shows, and sales meetings as requested

Skills and Qualifications

- 1-3 years in sales within a B2B corporate setting
- Proven track record of success the sales cycle from plan to close
- Excellent communication and interpersonal skills
- Computer skills in Microsoft Windows – Office Suite as a minimum. NetSuite or other ERP/CRM experience
- Proven track record in outside sales, preferably in the automotive industry, recreational vehicle dealers, transportation, equipment, or related fields
- Valid Driver's License

Preferred Qualifications

- Associates degree or higher
- Motivational speaking experience
- Proven success rate at levels above quotas

Salary Range

- \$65,000.00 to \$75,000.00 + Commissions

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