

Job Title: Sales Executive/Senior Sales Executive

Organization Name: EPIS, LLC

Division: Sales & Marketing

Openings: One

Hours per Week: 40

Salary: Based on Qualifications

Location: TBD

Job Description:

Are you ready to join a sales team where you can help make a real impact on how we address our clients' needs and how we help grow their business? EPIS, LLC is one of the leading providers in electric power market forecasting software and our software is the successfully driving some of the most complex decisions in the electric power markets in North America and Europe. At EPIS, we are a client focused organization and our primary focus is supporting our clients by building the best products and services to support our clients' businesses and business decisions.

EPIS, LLC is seeking a talented Sales Executive or Senior Sales Executive who will be responsible for generating new business revenue from new companies and organizations within an assigned territory.

If you are interested in applying for this role we encourage you to let us know how your experience is relevant to EPIS, LLC and how it will relate to our business and meeting our business objectives. Sending in a resume and expecting us to decipher how your specific experience might fit is not particularly helpful. Priority will be given to those candidates who are able to articulate their fit to this role and to those with demonstrated relevant experience.

Our expectation is that up to 50% of your time will be spent meeting our prospects and clients face to face. By using a combination of strategic and investigative selling techniques your job is to grow the EPIS Software footprint in your geographic territory. The person in this role will develop a territory sales plan and strategy to ensure their success.

The successful candidate is honest, persuasive and rapidly commands credibility, trust and respect. You will have excellent presentation and communication skills, both oral and written and you should be comfortable in representing the company to senior executives, business partners and C-suite executives. You should have a demonstrated record of leading the negotiation and closing of major sales opportunities with executives and their teams. Being able to develop your own planning and forecasting systems is critical in being successful in this role, though we use Salesforce.com as an engagement management system. Experience developing and executing

revenue plans and forecasts, territory planning, and pipeline management systems in highly desirable.

Must be an action-oriented individual who can effectively handle multiple tasks. If you enjoy the challenge of being the top of your game we would love you to share your experiences with the rest of our team or to pursue continuing education on the industry to keep abreast of market conditions and issues.

Typical duties/responsibilities may include, but are not limited to, the following:

- Develop sales plans, strategies, and work with the extended EPIS Team to create final solution presentations designed to enhance revenue growth and meet customer needs.
- Travel throughout assigned territory to call on prospective customers to identify, progress and close opportunities.
- Analyze customers' needs and recommend solution that best meets the customers' requirements.
- Work under general supervision from the Sales Team with a high degree of autonomy.
- Develop broad relationships within new accounts at all levels of the organization by maintaining regular contact with users and timely and valuable communication with executives to demonstrate value and ensure satisfaction.
- Remain knowledgeable of target organization's products/services as well as industry dynamics and news to facilitate sales efforts.
- Compile lists of prospective customers for use as sales leads based on information from newspapers, business directories, EPIS Software ads, trade shows, Internet Web sites, and other sources.
- Quote prices and credit terms and prepare sales contracts to win business.
- Promptly follow up on marketing leads, drive attendance to marketing driven events and leverage EPIS sales & marketing materials and programs to build pipeline.
- Enter new customer data and other sales data for current customers into Salesforce.com database.
- Ensure accurate forecasting quarterly by using salesforce.com for opportunity management.
- Investigate and resolve problems with implementation and solution delivery, escalate as
- Participate as an EPIS sales representative at trade shows.
- Other duties as assigned to support the organization and its goals.

Minimum Requirements:

Basic Qualifications- At least 2 years' experience working for a company in the Electric Power, Energy (non field services), Utilities, Natural Resources, and Renewables sectors with knowledge of information systems, information product & services, consulting and analysis, and other decision-making software, tools and products.

PLUS, one of the following:

- High school diploma or GED and 15 years of industry specific experience or related sales experience OR;
- Associates degree and 10 years of industry specific experience or related sales experience OR;
- Bachelor's degree and 7 years of industry specific experience or related sales experience OR;
- Master's degree and 5 years of industry specific experience or related sales experience.

Preferred Qualifications-

- Demonstrated experience of successful selling into Energy, Utilities and/or Natural Resource industries.
- Degree in science or business-related degree.
- History of success developing regional target market pipeline growth for any related geographic territory.
- Experience in developing and presenting their overall plan and forecasting sales results for both the short and long term.
- Manage and set clear, measurable performance goals to achieve their sales quotas.
- Be field-minded with the interest and ability to travel and meet new and/or existing clients, partners and colleagues when necessary.

Candidates must already have a work authorization that would permit them to work for EPIS in the United States

Application Instructions:

To apply for this position, please email your resume and cover letter to employment@epis.com.