

Position: Sales Account Executive
Company: Vesta Technologies, Inc.
Job Location(s): Minneapolis, MN; La Crosse, WI; Madison, WI
Start Date: Immediate

Employment Term: Regular
Employment Type: Full Time
Starting Salary Range: \$45,000-75,000 p/yr
Salary/Benefit Notes: Plus bonus and commissions. Benefits offered: Paid Vacation, Sick Leave and Holidays, Health Care, 401 K, Company vehicle, laptop, and phone

Required Education: Bachelor's Degree
Required Experience: 5 to 15 years
Related Categories: Sales - Technical, Sales - Management, Sales - Representatives/Service

Vesta Technologies, Inc., a Columbus, WI-based HVAC Controls Contractor serving Wisconsin and Minnesota, is currently seeking an experienced Sales Account Executive to join our team. Knowledge in Energy Conservation Management, Building Automation Controls, Direct Digital Controls, and HVAC is highly desired. The ideal candidate must be skilled in persuasive interpersonal, written and verbal communications with the ability to manage time effectively; and organize/prioritize tasks and projects. Must be a motivated seller, proactive problem-solver, and confident negotiator. Experienced in cultivating and maintaining long-term relationships and pursuing new sales prospects.

The Sales Account Executive is responsible for growing sales volume and meeting set sales goals and objectives.

Responsibilities

- Identifies new market opportunities and solicits new customers
- Develops and maintains a loyal customer base
- Initiates contact with prospective customers
- Provides account management for existing customers
- Identifies customer needs, generates quotes, and closes orders
- Estimating, budgeting, selling
- Negotiated, design build projects
- Plan & spec projects
- Service contracts

- Collects, organizes and assembles data for reports, presentations, and/or special projects
- Works with other sales representatives and managers
- Assists trades (in an advisory role), as required
- Attends and presents at tradeshow
- Participates in professional organizations

Education/Experience

- Must have a minimum of 5 years' experience in Sales, Commercial HVAC, or Temperature Controls
- Bachelor's Degree in Engineering. An equivalent combination of education and experience will also be considered
- Certified Energy Manager and / or LEED Certification is a plus
- Knowledge of controls system integration
- Past experience as a Controls Technician, Engineer, or Project Manager is a plus
- Working knowledge of Windows and Microsoft products

Client base

Health Care centers, K-12 schools, Colleges, Government facilities, Industrial, Commercial