



Sales Director

Job Description

FacilityConneX is growing and looking for aggressive Sales People. This position will be responsible for developing new sales and assisting with marketing. The role will identify, prospect and close deals with new prospects in the industrial automation, universities, hospitals and commercial buildings for the products and services.

This position will be responsible for all aspects of sales for the FacilityConneX products including demonstrations, presentations, quotes, leads and forecasts.

Job Responsibilities

- Identify, Qualify, Quote and Sign Up new Customers
- Expand Services with Existing Customers
- Fine Tune Sales Process
- Update and Maintain Pipeline in Salesforce.com
- Follow up and convert leads to sales
- Help maintain and improve the website www.facilityconnex.com

Job Requirements:

- This person must be familiar with SAS/Cloud Sales Models with knowledge energy efficiency market.
- Demonstrate the ability to close deals
- Must have desire to work in a start up atmosphere and the ability to sell new concepts to prospects
- Must have proven success creating demand
- The person must have at least 5 years of direct sales experience where they were directly responsible for a quota and a proven track record of meeting or exceeding it.
- Knowledge of Continuous Commission Monitoring is a plus.

FacilityConneX is a cloud based Continuous Commission Monitoring System for Buildings, Equipment to identify Energy Conservation Measures (ECM's). It also provides for advanced alarming and fault detection on the equipment that is being monitored.

Job Type: Full-time

Compensation: Salary plus commission and bonus

Benefits: Health Care, 401K, Vacation

