



Company: Solarcraft, Inc.
Role: Outside Sales Representative (OSR)
Location: Houston, TX

Role Description

Are you interested in being part of a team helping to transform the way on-site power is delivered by executing your sales strategy to gain market share, build high levels of customer success and achieve territory profit goals? You are a fanatical prospector, know how to start sales conversations and are obsessed with customer satisfaction. We are looking for an Outside Sales Representative to help us continue along our path of rapid growth and expansion. Our environment is entrepreneurial, results-driven, and is as challenging as it is rewarding.

Solarcraft is a dynamic, growing company that specializes in providing site power for field instrumentation and electronics uninterruptable power supply locations. At Solarcraft, we begin every order with the goal of building a highly reliable, well-crafted, product to be delivered on time. The Outside Sales Representative at Solarcraft is directly responsible for the development of our revenue accounts while also facilitating extraordinary customer experiences with our products and services.

Reporting to the Director of Sales, the Outside Sales Representative contributes to the sales group goals by working with the broader sales team and the customer service group. Success will be defined by closing high value growth opportunities within a base of named & unnamed prospects. This role also requires a person to have the ability to cross-sell to existing clients.

Key Targets and Responsibilities

- Diligently and regularly prospect for opportunities to build a strong pipeline
- Effectively build strong and productive relationships with existing clients understanding all cross-sell opportunities in existing accounts
- Build and participate in a team based selling plan including client management, client acquisition, existing client growth strategy and brand/marketing activity
- Thorough and demonstrated understanding of full product portfolio, the applications they support and how the products solve client problems and address client needs
- Improve the brand position in the territory through corporate marketing activities and events such as industry trade shows
- Timely and accurate reporting of territory performance as well as a regular forecast process
- Understand competitors' products, tactics, strategy, pricing, and their competitive position in the territory
- Manage territory costs through effective planning of expenses and careful evaluation of return on investment
- Ensure all relevant sales activities are captured and communicated through effective use of CRM
- Support the quote process to ensure that it's easy for the customer to buy
- Partner with engineering and operations team as necessary to facilitate design, handover and commissioning projects using established procedures

Knowledge, Experience and Skills

- Strong desire to contribute as a dedicated, high-performing team member toward achievement of Solarcraft's corporate mission and goals
- BS/BA degree (preferred) - will consider experience in lieu of education
- Candidates should have a minimum 3 years outside sales experience of a technical nature (instrumentation, communications, power solutions, measurement equipment, and installation field work)
- A proven history of successful prospecting and a demonstrated approach to filling the sales pipeline
- Significant experience in closing the sale, asking for the order and developing an equal status relationship
- Excellent attention to detail with ability to learn quickly and apply that knowledge effectively
- Excellent written, verbal and interpersonal communication skills across all channels

- 2+ years of using CRM software
- Direct B2B sales experience; must be comfortable operating independently with and with key partners
- Minimum of 3 years multi-channel experience
- Solid track record of developing business relationships with influencers and decision makers
- Candidate should possess strong negotiation and consultative selling skills and a results oriented mind-set
- Must have a solid track record in discovery, analysis and presenting insight and value
- Understand, use and enjoy modern technology in the selling process (email, social, data analytics)

Key Competencies

- Integrity
- Honesty
- Intellectual curiosity
- High Energy
- Lifelong learner
- Strong oral and written communication skills
- Value creation acumen
- Results oriented
- Sound judgement
- Networking skills
- Flexibility and resourcefulness
- Tech savvy

Benefits

- Comprehensive medical/dental/vision
- 401k
- Paid vacation
- Remote work (no relocation)