



Date: July 28, 2011
Job Title: Sales Executive
Reports to: VP of Sales & Marketing
Pay Rate: Salary + Commission
Pay Range: DOE

Sale Executive

Obvius is a rapidly growing technology based company focused on the attainment of innovative products for gathering web-based energy information in commercial, industrial, and government facilities. As the demand and reach for our products increase, we are continuously seeking hard working and dedicated industry leading professionals. Are you an aggressive, solution sales professional who is looking to work in one of the fastest growing markets? Are you looking for a company that rewards success and continues to lead the industry in innovation? If so, we want you to join our dynamic team!

The Sales Executive is expected to:

1. Attain sales quota and goals set by the company
2. Execute on all phases of the sales cycle such as;
 - a. Lead generation
 - b. Prospecting
 - c. Research
 - d. Proposal generation
 - e. Account management / optimization
3. Be an expert with respect to the competition
4. Perform successful product demonstrations
5. Successfully sell a technology based product over the phone and online meetings
6. Discuss & convey the benefits / advantages of a technology based product offering
7. Enter & track prospects, projects and associated notes with the sales contact database
8. Actively participate in weekly review meetings with sales team and executive management
9. Communicate with cross-functional teams
10. Attend trade shows & industry events, approximate travel 20%
11. Act as a leader in the company

Required experience & knowledge:

1. Minimum 1 - 5 years sales experience
2. Demonstrated success identifying and closing new opportunities
3. Experience with a technology based solution sale preferred
4. Experience in the energy or building automation market preferred
5. Bachelor's degree in engineering, marketing, business or equivalent experience
6. Excellent written & verbal communication skills
7. Self-starter with high level of integrity
8. Excellent teamwork skills
9. Proven ability to influence cross-functional teams

Please submit your resume to: careers@obvius.com