

Energate Inc. (www.energateinc.com) is an Ottawa-based technology company that provides interactive home energy management controls, systems, and services that have the flexibility and features demanded by growing global markets.

We invite you to apply to join our dynamic team, as a Director, Northeast Region

Department: Sales
Reporting to: EVP Sales & Marketing
Office Location: Headquarters, or home office near airport hub
Headquarters: 2379 Holly Lane, Suite 200, Ottawa, ON K1V 7P2

Energate is looking for a self-starting, self-motivated sales executive to cover the Northeastern United States. The Director, Northeast Region will initiate, develop and secure relationships with utilities, retail energy providers, and partners (collectively energy firms) for the sale and delivery of Energate's interactive energy management solutions.

See <http://www.energateinc.com/solutions/> for more information about Energate's solutions.

The candidate must demonstrate specific and current relationships with energy firms in the Northeastern United States. The largest transactions are with Investor Owned Utilities but the greatest volume is with municipal utilities, cooperatives, retail energy providers, resellers, and partners. A candidate that is familiar with all electric utility types is preferred.

The candidate is expected to be familiar with consultative selling and is expected to demonstrate their ability to sell highly technical solutions to energy firms and a solid understanding of the regulatory process faced by utilities and the impact on the sales cycle.

The candidate will be expected to leverage their existing contacts to quickly build/manage a strong pipeline to meet, and exceed, sales targets.

The candidate will preferably have:

- A technical degree or equivalent
- Ability to clearly articulate the structure, decision making process, and market/regulatory influences within utility organizations
- Closed large complex multi-party transactions
- Knowledge of contracting and the legal components that make up good contracts.

- Experience with using Salesforce.com

Minimum Requirements:

- The candidate must be tech-savvy and have the ability to pick-up new technology concepts, especially around the Internet of Things
- Minimum of 2 of the past 5 year's direct sales experience to energy firm executives and managers, preferably with DSM, DR, and EE programs.
- Fluent in Microsoft Office tools, especially Outlook, PowerPoint, Excel, and Word.
- Track record of carrying challenging sales quotas and meeting/exceeding annual goals for innovative product/services offerings that are new to the market
- Ability and desire to undertake extensive domestic travel in pursuit of meeting goals and expanding Energate's client base
- Highest integrity and strong core values with a collaborative style
- Live in the region with easy access to a large airport that provides direct flights to most of the key cities in the region

Primary Responsibilities:

- Developing a robust and well-qualified sales pipeline with energy firms
- Identify, reach and influence key decision makers within targeted [energy firms](#)
- Work closely with the EVP Sales & Marketing and members of the Energate Leadership Team to set strategies and execute on tactics for closing business with prospective clients
- Serve as both "Hunter" and "Consultative Sales Professional" – often at the same time
- Work with Product Management and other team members to structure and propose detailed multi-year business relationships
- Meet and exceed sales goals to support Energate's overall corporate goals
- Liaising and coordinating with Energate-approved partners
- Listening, deeply understanding customer decision making process, budgets and structuring solutions

Energate embraces diversity and encourages all qualified individuals to apply. Only those who are requested for an interview will be contacted. To pursue this opportunity, please email a resume and cover letter to hr@energateinc.com.