



Job Title: Utility Sales Executive	Job Location: Spokane, WA or flexible
Reports To: North America Sales Manager or President	Posted: June 5, 2009, Open until filled

### Position Overview

The Utility Sales Executive will be responsible for selling AdaptiVolt™ smart grid systems and associated services and equipment in an electrical utility technical and complex sales environment. He or she will execute the PCS UtiliData sales strategy in their assigned regional territory to grow revenue, increase the customer base and establish market share. The primary responsibility of the sales executive will be to execute sales transactions with customer electric utilities. In addition, the position will also be responsible for ongoing account management and follow-up sales support. The sales executive will also attend trade shows and develop a market presence in their region in coordination with the PCS UtiliData sales and marketing strategy.

### Key Position Responsibilities

- Identify prospective customers, develop and maintain key customer contact relationships and execute sales transactions.
- Provide sales forecast and reports around results, progress and prospects.
- Develop customer proposals and prepare responses to RFP for commercial opportunities.
- Provide ongoing account management and sales support services to customers.
- Act as a primary point of contact for customers.
- Assist in campaign management around marketing efforts.
- Work with PCS UtiliData management to establish sales quotas for regional territory.
- Travel to customer sites and PCS UtiliData offices to maintain communications and relationships.
- Interface with other PCS UtiliData team members and provide assistance as needed.

### Requirements

- A B.S. degree in a Business, Marketing or Engineering/Technical area from an accredited four year institution is preferred.
- 5 years or more industry-specific sales experience
- 5 years or more demonstrated success in external sales or relative experience.
- Excellent written and verbal communication skills
- Experience with desktop PC applications (Word, Excel, PowerPoint etc.) and CRM software
- Strong leadership, presentation and negotiation skills.
- Excellent intrapersonal skills and demonstrated success working cooperatively with other people and project teams.
- Ability to manage multiple priorities with tight deadlines.
- Ability to identify priority tasks, self-direct sales efforts and work without supervision.
- Proven ethics

NOTE: This job description is not intended to be all-inclusive. Employee may perform other related duties to meet the ongoing needs of the organization.