



Albireo Energy

Albireo Energy is a national building automation, energy services, and electrical power monitoring system provider. Our solutions and services help building owners and managers improve efficiency and reduce operational costs while improving comfort for tenants. With almost 350 professionals and access to industry-leading technologies from Schneider Electric, Alerton, Johnson Controls, Delta Controls, and Tridium, Albireo Energy provides superior services and solutions to data centers, healthcare, life sciences, government and commercial real estate. www.albireoenergy.com

Service Sales and Business Development

Title: Service Sales and Business Development

Location: Crofton, MD

Reporting Manager: Sales Manager

Responsibilities:

A key member of the Albireo team, the Service Sales and Business Development representative responsibilities will include:

- Produce profitable sales growth and customer retention through customer advocacy and pull through sales of existing relationships, as well as prospecting for new customers.
- Establish and maintain relationships with all assigned customers, as well as new customer development, to position Albireo Energy favorably when influencing project and service opportunities. Additionally, look for opportunities to offer proposals for work that is directly related to Energy Savings projects.
- Capable of performing sales presentations and product demonstrations.
- Collaborate with marketing department to develop sales collateral and campaigns.
- Influence Owner/End User type customers toward a Customer Service Agreement between Albireo Energy and those customers, as well as annual renewals.
- Influence project specifications for mechanical engineers as they relate to activity for existing accounts.
- Influence projects toward sole source procurement wherever possible with any Owner, Consultant or Contractor customers. When sole source is not possible, work toward a listed bid form visible to the owner's decision-maker.
- Cross sell a portfolio of high value Albireo products and services to existing relationships.



- Keep all customers aware of existing and new Albireo Energy products and services.
- Capable of complete responsibility for a project from sourcing, influencing, collecting bidding documents and soliciting subcontractor estimates. Capable of reading / understanding specifications and prints, generating a proposal, bidding, following up and closing project. Follow up on projects once sold to ensure the satisfaction of the owner / client.

Qualifications:

- Five (5) years experience in Service Agreement and negotiated sales
- Understanding of sales process, preferably in construction/service or distribution
- Proficient in the use of business software including but not limited to CRM, Project Document Control (PDC), Concerto (Estimating Program), Word, Excel, Adobe, etc.
- Proven capabilities in multi-tasking and time management

Key Accountabilities:

- Meet or exceed sales goals by securing contracts for any/all of the products and services offered by Albireo Energy including but not limited to Building Automation Systems (HVAC, Lighting, Metering, BEYON-D, PlugIT, etc.) and Service Agreements for Components / Services.
- Provide complete information for use by the sales manager in reviewing / approving proposals / estimates as well as for use to provide exemplary turnover of projects from Sales to Operations group. This is to include keeping CRM up to date and populated with all pertinent data and notes.
- Conduct business in a professional manner. Participate in ongoing sales and technical training.
- Attend appropriate industry trade association meetings.
- Participate in technical and professional organizations as requested or approved by management.
- Maintain record of sales activity in Albireo Energy's CRM. Keep all fields up to date; record calls, visits, activity, etc. and attach e-mails. Keep client contact information up to date.
- Other duties and projects as assigned.

Position Parameters:

- Based at the Albireo Energy offices in Crofton, MD

Interested candidates can send resumes to careers@albireoenergy.com.