



Albireo Energy

Albireo Energy is a national building automation, energy services, and electrical power monitoring system provider. Their solutions and services help building owners and managers improve efficiency and reduce operational costs while improving comfort for tenants. With almost 385 professionals and access to industry-leading technologies from Schneider Electric, Johnson Controls, Delta Controls, and Alerton, Albireo Energy provides superior services and solutions to data centers, healthcare, biosciences, government and commercial real estate. www.albireoenergy.com

Account Executive – Building Automation

Title: Account Executive

Location: San Diego Division – Poway, CA

Hiring Manager: Seth Schreiner, Sales Manager

As part of our growth strategy, Albireo Energy will increase sales staffing and are currently looking for an Account Executive who will be responsible for profitable and aggressive sales growth in the San Diego, CA area. The Account Executive should have experience in owner direct sales and/or the plan and spec market, preferably in a large organization where they have gained experience and appreciation for a disciplined approach to account management and the competitive bid process. The Account Executive is both End-User and Contractor-Focused and has the primary responsibility to manage and grow the new construction business, as well as additions/renovations/retro-fits in the assigned territory through the mechanical contracting tier and mechanical consulting engineers.

Responsibilities:

- Perform sales of BMS and automatic temperature control systems
- Develop and maintain relationships with end users, contractors and consulting engineers plans to take advantage of all sales opportunities for new construction projects within the territory
- Assist consulting engineers with the design and specifications of control system applications
- Estimate material, labor and subcontractor costs for control system applications per plans/specifications
- Works with operations, finance, legal and other inside and outside resources as needed to obtain the sale
- Prospect for and qualify new construction opportunities



- Prepare technical scope of work proposals and presentations
- Influence new construction specifications through engineering relationships and educational lunch and learn presentations
- Negotiate final pricing and scope of work with contractors and end users
- Provide sales support to ongoing new installations
- Attend sales meetings and training seminars
- Propose and negotiate multi-year service contracts to end users
- Team sell with other sales executives
- Achieve annual revenue and gross margin targets
- Track sales activities and forecast sales opportunities in CRM

Requirements:

- Proven success in either the plan & spec or owner direct sales
- 3+ years of experience in sales in the building automation field
- Extensive experience with commercial BMS systems preferred, some experience with energy solutions
- Ability to read and understand mechanical, electrical, & controls drawings
- Understanding of building HVAC systems and the application of controls
- Must embrace use of CRM tool for pipeline and activity management
- Effective communication skills to give presentations before a broad audience
- Hunter sales mentality
- Proficiency in MS Outlook, Word, Excel, and PowerPoint
- Bachelor's degree in engineering preferred