



Position: Sales Executive

Start date: Immediate

Unison Energy Overview:

Unison Energy installs, owns, and operates distributed generation equipment for clients primarily in the Mid-Atlantic, Northeast and California. Unison implements packaged Combined Heat and Power (“CHP”) systems based on natural gas engines. Clients include hotels, industrial facilities, supermarkets, hospitals and other healthcare facilities, refrigerated distribution centers, and data centers. Typical system sizes are from 300kW to 10 MW.

Unison, founded in 2010, is backed by American Infrastructure Funds (www.aimlp.com) and Hunt Companies (www.huntcompanies.com). Our HQ is in Mamaroneck, NY. Unison’s objective is to have 300 CHP systems operating in our core geographies within the next 5 years.

Description of Position:

Responsibilities

- Identifying, prospecting, and calling prospects for new projects at industrial facilities with significant thermal usage (hot water, steam, chilling) in our geographic areas of coverage
- Following up on meetings with prospects identified and seeing them through the sales cycle: initial pricing, solution design and feasibility study, and contract negotiations
- Work with internal pricing, sales support, and engineering teams to develop specific solution for the client based on our standard packages
- Work with client engineers, facilities managers, and finance directors to make the business case for our solution

Qualifications:

- 5+ years as a sales executive selling to industrial/food processing clients in energy or equipment sales
- Undergraduate degree; preferred majors in engineering, finance
- Demonstrated client relationship skills to build relationships with plant managers, plant finance officer, and plant engineers
- Highly intelligent with excellent analytical skills

- Strong team skills for working in small office environment
- Self-motivated and used to working with long sales cycles

Compensation:

We offer an attractive package with base salary, commissions, and full benefits.

Job Type: Full-time

Experience:

- Sales: 5 years (Preferred)
- Energy: 2 years (Preferred)

Education:

- Bachelor's (Required)

Billing cycle:

- Monthly

Sales cycle:

- More than 9 months

Typical deal size:

- \$250k+

Sales environment(s):

- Office or call center
- Home
- Trade shows

Onboarding time:

- 1-3 months