

# Business Development / Sales Representative

## Job Description :

**\*\*BACKGROUND IN ELECTRIC UTILITY INDUSTRY SALES MANDATORY – CONSTRUCTION SALES HIGHLY PREFERRED\*\***

## Summary:

The Sales Representative is responsible for identifying, developing and maintaining customer relationships within Trimark's core business customer base. The core business customer base consists primarily of grid-level electric power generators. The Sales Representative shall oversee the regional sales initiatives and the process of identifying project opportunities within the region's customer base that involve electrical metering, SCADA, communications and related services. The regional sales group is responsible for bringing valid project opportunities into Trimark's project groups, and the respective Director shall captain the sales process of each opportunity that is selected by a project group for bidding or presentation. The Sales Representative shall also develop and maintain relationships with all internal customers and resources.

## Position Responsibilities:

- Identify, develop and maintain customer relationships with current and prospective customers.
- Lead the process of identifying, forecasting and developing opportunities that meet Trimark's capabilities.
- Direct the team responsible for presenting opportunities to Trimark project groups and ensure the delivery of accurate project information and documents.
- Oversee the tracking of all projects that are designated for bidding or presentation and the updating of project information on an on-going basis.
- Ensure that the project groups are engaged in the sales and bidding process, and that strong communication with internal parties and with external customers are maintained throughout the bid phase of each project.
- Continue to strengthen and improve customer relationships, and track progress on a monthly basis. Utilize Trimark's entertainment resources as appropriate to develop relationships.
- Attend industry association meetings as a means of networking with the customer base and other industry professionals.
- Develop and maintain strong relationships with internal customers, the project groups.
- Develop a thorough understanding of Trimark's business objectives so that the concept of "Why Trimark" can be effectively sold to external customers.
- Participate in Trimark Sales functions.

## Qualifications:

- The successful candidate will be an energetic, effective communicator who is able to accelerate in a sales environment.
- The successful candidate shall have raw intelligence, a willingness to learn, tenacity, strong organizational skills and excellent work habits.
- 7+ years electric utility industry sales experience required, electrical contracting or consulting HIGHLY preferred.
- Bachelor's degree required.
- Technically advanced and oriented.
- Basic computer skills (i.e.: PowerPoint, Word, Excel, and Internet).
- Strong communication and presentation skills.
- Customer service oriented and Extremely organized.
- Proven track record of developing and maintaining customer relationships.
- Must have a natural ability to engage in business relationships with individuals and groups, and a willingness to improve and exploit his/her talents to build customer relationships for Trimark.
- Possess strong verbal and written communication skills, shall be energetic and a self-starter.
- Ability to multi-task and prioritize.