

## **Job Summary**

Under general direction, the Commercial Sales Executive would be responsible for the sale of large volume, integrated, Energy Management Systems (EMS) and PV technology solutions to multi-site enterprises. He or she would promote the GridPoint value proposition to executive level decision makers by providing comprehensive technology solutions for the customer's business and operational needs. This commercial sales executive is expected to build and manage long term customer relationships/partnerships with key and target enterprises. He or she is also responsible for closing large, complex sales.

The Commercial salesperson executes the sales process to aid in cultivating and managing long-term relationships and in seeking out, qualifying and closing new sales opportunities. He or she would be expected to utilize sales tools to document progress as well as increase business opportunity in accounts. The person in this position seeks to expand the depth and breadth of offerings within that account and selects customer pursuit teams for major opportunities by combining members from other functional areas.

## **Essential Duties/Responsibilities**

- Sell, with minimal supervision, the GridPoint offerings persuasively, persistently and confidently to decision makers at the manager, director or C-level while reaching optimal profit levels. Manage ongoing sales process, develop relationships, respond to and anticipate customer needs with a focus on selling bundled solutions where applicable.
- Build partnering relationships with prospects and customers responsible for the decision making process to drive the system technology sales of GridPoint offerings. Actively listen, probe and identify concerns. Understand the customer's business and speak their language.
- Seek out, target and initiate contact with key contacts responsible for the decision making of solutions purchases in target markets. Develop network of contacts. Address customer's operational and financial objectives, needs and requirements. Recommend solutions and link customer objectives to total value solution and competitive advantage.
- Proactively manage the government RFP process to ensure that GridPoint is in a position to win.
- Utilize applicable sales tools effectively (SalesForce) to plan, communicate and document progress as well as increase business opportunity in accounts. Manage process steps of the pipeline with a focus on next steps, action items and milestone dates.
- Keep management informed of progress and account status. Know when to call for assistance from upper management to keep the sales process moving.
- Attend and present at trade shows. Participate in professional organizations.
- Responsible for executing programs to develop sales to new Government accounts
- Prepares customer-specific sales plan including:
  - Customer profit and share goals for the GridPoint products and services
  - Proposed product and service offerings and their associated timing
  - Customer contact and relationship development strategy
- Works with Market and product management to develop customer-specific product and service proposals, pricing and/or promotional offerings

## **Qualifications**

- Understand government procurement process
- Account management skills
- Deal Structuring
- Team building
- Sales planning skills
- Relationship development/networking skills

- Competitive and industry knowledge
- Sales skills
- Negotiation skills
- Customer service skills
- Oral and written communications skills
- Listening skills
- Computer skills

### **Education/Experience**

- Must have excellent initiative and interpersonal communications skills.
- Needs to show demonstrated ability to influence the market at key levels.
- Relationships/Book of business with commercial customers (e.g., quick service restaurants, small-large box retailers, commercial buildings).
- Must have the ability to travel 50% of the time.
- Relevant government background
- A minimum of five to seven years of progressive field sales experience at the C-level.
- A Bachelor's degree in business, engineering, or related discipline is required and an MBA is preferred.

### **Physical Demands**

Must be able to travel and operate equipment that is essential to the position.

### **About GridPoint**

GridPoint is committed to building a clean, efficient energy future. We provide key stakeholders in the energy ecosystem – enterprises and utilities – with visibility, analysis and control to more efficiently generate, distribute and consume energy. Our smart energy solutions combine software, hardware and services to integrate, aggregate and manage distributed sources of energy consumption, generation and storage. Our enterprise-class software platform provides a shared foundation for our products, creating a common point of integration, asset provisioning and real-time management.

For enterprises, GridPoint provides a comprehensive energy management solution designed to optimize energy consumption – reducing costs, extending equipment life and supporting corporate sustainability goals. Our customers include multi-site government agencies and Fortune 100 retail, pharmacy and restaurant chains. As of December 2010, our energy management and sub-metering technologies number over 35,000 endpoints, installed in the United States, Canada and Europe, with the majority of our customers realizing an 18-24 month payback on their investments with us.

GridPoint also helps enterprises embrace renewable generation, such as solar power, in context of an overall integrated energy management and optimization strategy. Our turn-key solar energy solutions provide enterprises, government entities and municipalities with streamlined design, installation, monitoring and control of renewable generation. Our most forward-leaning enterprise customers incorporate both energy management and renewable generation into site locations to maximize the control and efficiency of their energy footprint.

For utilities, GridPoint delivers a suite of smart grid applications to aggregate and manage distributed sources of load, generation and storage in real-time – efficiently balancing supply and demand while improving grid reliability. GridPoint's integrated software platform provides utilities' enterprise and residential customers with actionable information and management tools. Utilities can offer powerful

smart energy programs to encourage energy efficiency and renewable integration throughout their service territories. Utilities can adopt the GridPoint Smart Energy solution incrementally, integrating and managing emerging technologies as they build a clean and efficient smart grid.

GridPoint was founded in 2003 by Chairman Peter L. Corsell. The company is headquartered in Arlington, Virginia, with offices in Austin, Texas; Ottawa, Ontario; Roanoke, Virginia; and Seattle, Washington.

GridPoint is an Equal Opportunity Employer M/F/D/V