

Job Description

Sales Director



Ageto has an opening for the right sales professional to join our team of microgrid experts in Fort Collins, Colorado. This is an amazing opportunity to play a vital role in fulfilling our mission of accelerating the adoption of renewable energy. You will work as part of a growing team focused on delivering world-class microgrid control solutions, collaborating with colleagues and customers, developing microgrid projects, and providing exceptional sales and customer support. This position requires travel throughout North America.

Responsibilities:

- Lead efforts to identify sales targets and secure sales for the Ageto ARC microgrid controller
- Prepare professional quality sales materials including presentations and sales proposals
- Identify and establish relationships with key customer decision makers
- Prepare sales forecasts and budget
- Collaborate with the engineering and product teams on market requirements and features
- Prepare customer reports on energy modelling and financial payback
- Travel for in-person meetings with customers and partners to develop key relationships
- Represent Ageto at industry conferences

Skills and Qualifications:

- 5+ years renewable energy (energy storage, PV solar) experience
- Strong understanding of, and success in, business-to-business sales
- Ability to convey complex ideas and issues in a clear, concise, and understandable manner
- Excellent verbal and written communication and presentation skills
- Excellent teamwork skills and professional diplomacy
- Familiarity with reciprocating engines a plus
- Strong technology skills, including proficiency with GSuites or MS Office Suite
- Strong relationship development skills

Personality Traits:

- Self-directed, organized, and self-motivated to accomplish goals
- Attention to detail, passion for excellence, and commitment to customer success
- Enthusiasm and eagerness to learn, teach, and improve
- Passion for renewable energy and electrification

Requirements:

- Valid driver's license and passport
- Ability to travel internationally
- Ability to lift 30 lbs. safely
- Ability to stand for extended periods of time, including at trade shows and customer sites
- Ability to communicate verbally to small or large audiences

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Compensation:

- Starting salary range: commensurate with experience

Additional Information:

- All qualified applicants will receive consideration for employment without regard to their race, creed, color, ancestry, religion, sex, national origin, citizen status, age, sexual orientation, gender identity, disability, marital status, family medical leave status, or protected veterans status
- This position is offered to citizens or legal residents of the USA only

To Apply:

- Submit a resume and cover letter at <https://www.agetoenergy.com/careers.html>