



Elster Electricity

Account Executive (Northeast)

The position is located in a home office in Ohio.

Primary responsibilities

- Revenue Attainment and Sales Management
Achieve and exceed sales targets and lead sales efforts within the assigned territory. Obtain orders sufficient to meet or exceed overall margin contribution objectives for the territory. Obtain market share in assigned territory, consistent with assigned objectives. Analyze the market in the assigned territory and develop strategic marketing plans to penetrate the market and/or to improve market participation and profit. Manage all sales activities within the territory and perform the following duties:
 - identify target customer prospects
 - investigate and qualify customers
 - establish and maintain relationships with all Elster customers (IOUs, distributors, manufacturer's representatives, etc.)
 - drive sales process to successful closure
 - operate within the "Limits of Authority"
 - ensure contract negotiations and T&Cs meet Elster standards
 - provide leadership to all system and product proposals
- Account Management
Develop an account management strategy aimed at screening potential customers, targeting those which represent the most significant margin opportunities for Elster and create account plans. Analyze inquiries and prepare quotations for major proposals. Develop and maintain multiple utility management and technical contacts at each major customer. Monitor state regulatory and regional utility issues that could impact Elster business.
- Systems and Meter Product Knowledge and Case Analysis
Develop an expertise in systems products and services and solution selling. This includes our EnergyAxis system, telecommunications technologies and strategies, and metering products. Understand business case analysis and be able to communicate the value proposition for Elster products to customers. Make technical presentations to customers, answering routine technical and application questions and providing training to customers where required.
- Reports and Fiscal Responsibility
Exemplify responsible and prudent expense control with respect to travel expenses, business meetings, and tradeshow participation. Submit monthly expense reports

Qualifications

- At least Bachelor of Science degree in Engineering, Telecommunications, or Science. Additional course work in business is advantageous.
- At least five years of experience selling technical solutions and/or systems in a business-to-business environment. This includes customer training, making presentations, and other types of public speaking. The ability to comprehend complex customer needs and specifications and envision how Elster's solutions meet those needs is a must. Experience selling systems in addition to products sales is a mandatory requirement.



To apply for this position

Submit your résumé to Human Resources by mail, fax, or email. Please indicate the position title you are applying for in your cover letter.

Elster Electricity
Attn: Human Resources
208 S Rogers Lane
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Attach a Word or PDF file and email to raleigh.staffing@us.elster.com