

Sales Manager

NEW Electric Inc. is seeking a sales manager to promote and sell its services and products to the industrial, commercial and oil and gas industries.

We are seeking someone that has a desire to work hard, have fun, and play a key role in building an innovative company, and the ability to recognize new opportunities in an ever changing environment.

RESPONSIBILITIES AND DUTIES include the following. Other duties may be assigned.

- Promoting and selling our services and products
- New business prospecting and development, including cold calling; scheduling client introductions and meetings; and preparing presentations, proposals, and bid specifications to strategically win new business.
- Oversee and motivate sales team as we grow
- Leading and developing the targeted account business plan and building and establishing client relationships in order to win business
- Oversee proposal development on identified, strategically important opportunities
- Prepare status reports on sales efforts
- Coordinate and participate in trade shows, fairs and events, which requires travel
- Achieve monthly and yearly quota

WORK SKILLS:

- Must be a sales hunter, not relying on inbound sales leads and orders to meet goals.
- Superior knowledge of sales techniques including cold-calling, networking, lead generation, all with the ability to capture and close the deal.
- 5 or more years experience
- Sound judgment, attention to detail, and strong organizational skills
- Excellent written and verbal communication skills
- Proficiency in Microsoft Office
- Persistence to achieve goals

Join NEW Electric Inc, a dynamic, young, growing Wyoming based Electrical Contractor. We specialize in the Industrial and Commercial Electrical Industry on jobs at power plants, waste water treatment facilities, oil and gas fields, and airports to name a few. NEW Electric Inc. offers comprehensive benefits to include medical, dental, optical, and optional 401k. For immediate consideration please contact our office at 307-682-8530 or email resume to info@newelectricinc.net.