



Commissioned Sales Position

Due to the nature of this work, these occupations require excellent time management and customer service skills, as well as a desire to excel.

The ideal candidate will have 2-5 years of Industry Sales experience in the Midwest market (Preferable with some wind industry background). This Sales position will be responsible for leading all aspects of assigned sales projects from pre-acquisition, through bid preparation to negotiations and closing with the customer. We are seeking a strong team player who will actively contribute towards competitively building market share while securing predictable margins. Initial focus is on the Michigan market therefore experience in this State is strongly desired.

Lake Effect Energy Corporation – LEEC

This Sales position is responsible for business development, order in-take & margins, as well as the full scope of the sales process, including, but not limited to:

- Primary focus during the project bid proposal /negotiation phase will be on selling wind turbines and services while achieving the best possible commercial and technical conditions for LEEC .
- Business development activities and pre-acquisition strategies based on a good knowledge of the assigned territory and the ability to influence specifications, as appropriate.
- Represent LEEC to customers at mid-management level. Capability to listen to customer requests, identify winning criteria and describe possible technical solutions for grants and incentives.
- Lead the project related bidding process both internally and externally within the sales community, with the support of the LEEC team.
- Provide strong leadership of the sales project in line with agreed strategy, establishing the project capture plan in cooperation with the LEEC team, Project Implementation, and Service and Maintenance organization.
- A complete understanding of The USDA's Rural Energy for America Program, or REAP and the Federal Tax Credit and or any other incentive and how they apply to wind

Qualifications

The ideal candidate will have meet the following qualifications:

- Proven track record in power generation related sales and tendering in the US.
- Minimum of 2-5 years experience in technical or large capital equipment sales within the North American (preferred Wind Market) , which preferably include experience selling to customers with point of use wind projects in the Midwest.
- Ability to understand the customer's perspective and valuation and align product offerings to meet customer grant and financial needs.
- Ability and experience in public speaking.
- Ability and willingness to travel
- Be a strong, fact based negotiator.
- Familiarity with Power Generation point of use market dynamics (a plus), project management methods, contracting practices and project financing concepts.
- Demonstrated ability to assume responsibility, make good judgments, and work effectively under pressure and tight deadlines.

Compensation: Straight Commission for 14 months; apply appropriate salary with commission DOGS goals
Expenses for training and training travel 100%

Send Resumes: ATTN: Sales Leader to: turbineenergy@gmail.com