Green Crown Energy, LLC

Title: Account Executive

Location: 229 Main Street, Belleville, NJ

Job Type: Full Time (Entry Level)       Salary: Salary + Commission

Start Date: ASAP

Job Description:

GCE has a great opportunity with unlimited income potential for an experienced account executive / salesperson in the NY and NJ area. The candidate will promote and market our patented water conservation and disinfection systems, energy advisory procurement services, and energy conservation measures to a variety of industries.

The position will be a combination of internal and external sales, and require marketing through emails, phone calls, trade shows, and in person sales efforts. Candidate must understand and know how to manage the sales cycle.

Expectation would be to earn 6 figures in 12-18 months, with unlimited earning potential.

Primary Responsibilities:

• To achieve and exceed established sales goals.
• Learn and master all company product and service offerings, open doors, generate interest, open relationships, and close deals.
• Perform simple walk through audits of properties to gather basic data required to calculate ROI on projects and prepare and present a proposal. Systems, tools, and templates are in place to make this process very easy. Do not be threatened by this process – it is very simple, but some basic mechanical knowledge is an advantage.
• All prospecting and activities and history will be managed and recorded in the company CRM which is ACT.
• Candidate must have a car and be willing to travel to all prospect and client locations.
• Cross sell all company offerings – great opportunity to create recurring revenue and increase commission to each client.

Qualifications:

• Graduate or Professional Degree
• The ability to expand business
• Experience in LinkedIn and other valuable social media tools.
• Computer and technical skills a must - experience in using Microsoft Office – Excel, Word, Power Point, and Outlook.
• Ability to multitask and manage multiple projects and responsibilities.
• Strong desire to earn money and grow both financially and professionally.

Application Instructions: Please email resume to resume@greencrownenergy.com
Disclaimer:

GREENCROWN Energy & Water (GCE) is a rapidly growing, premier provider of turn-key energy & water conservation measures; and advisory services for electricity, natural gas, and oil procurement. GCE is a licensed energy agent, energy consultant, and private aggregator; and accredited by the Better Business Bureau, serving clients both locally and nationally.