

Position Description:

The Company is looking for an energetic and experienced professional to lead its domestic direct sales effort. Of particular focus will be selling into the domestic Energy Services Corporation and LEED consultants industry segments. The position is based in Woodinville, WA and reports to the Chief Executive Officer.

Company Description:

MicroPlanet is an exciting Woodinville, WA-based provider of smart grid technology which significantly increases efficiency, quality, and conservation of electricity. The Company's products are an important component of the *Smart Grid* that saves electricity by increasing the efficiency of the delivery systems. <http://www.microplanet.com>

Responsibilities:

- Seeks out and targets new markets, customers, and sales opportunities
- Initiates action plan to approach and secure new business for the Company
- Develops and/or maintains and improves business relations with all customers of the Company
- Analyze sales statistics to determine business growth potential
- Senior responsibility for all trade accounts receivables, monitor aging on a proactive basis
- Coordinate with Director of Channel Development on marketing collateral and overall sales strategy

Education, Experience and Skills:

- Past employment with or experience selling into Energy Service Corporations or LEED consultants
- Bachelors or Masters Degree in Business, Marketing, Finance or related field preferred or if no degree, 10 plus years related experience
- Bachelors Degree or college-level training in Electrical Engineering a plus
- Minimum of 7 years operational field experience, preferably in the sales of electric components or electric utility services

Additional Qualifications:

- Knowledge of electrical equipment and electric utility business
- Comprehensive understanding of direct sales strategies and tactics
- Understanding of and experience with lead tracking and other CRM related software tools
- Solid financial analysis skills and statement interpretation
- Strong written and verbal communication skills
- Ability to effectively prioritize projects/tasks in high pressure environment
- Demonstrated success working independently and cross functionally to bring projects to completion
- Travel at least 50%
- Future staff supervision responsibilities

Compensation

- Base salary + performance bonus
- Participation in stock option plan

Inquiries: Please provide resume and cover letter to info@microplanet.com.