

SALES MANAGER/BUSINESS DEVELOPMENT

Wendel Energy Services is a nationally accredited energy performance contractor and an Inc 500 company. We need a key player on the executive team of our growing company to lead the sales and business development activities, participate in strategic planning and support service delivery.

This position requires the ability to develop and execute strategic and tactical sales plans to drive profitable revenue growth in the Energy Services (ESCO) business, and will be weighted toward sales efforts. Other duties will include improving the sales process, monitoring key sales metrics, coordination with marketing, operations, finance and other key stakeholders to improve customer acquisition, service and retention; and facilitate sales staff development. Excellent collaboration with stakeholders to advance the company in multiple markets and geographic regions is needed. 25-30% travel is required.

BS/BA with MBA a plus. 8+ years of accomplished sales leadership with Energy or Construction sector experience helpful. Strong communication, interpersonal, and influence skills and exceptional customer centricity and leadership ability required.

If you feel you qualify and would like to join our winning team, send your resume and qualifications to: WENDEL, 140 John James Audubon Parkway, Suite 201, Amherst, NY 14228.

Or E-mail careers@wd-ae.com

Visit our website: www.wendelcompanies.com

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