



Position Description

Title: Senior Utility Sales Executive
Reports To: Director of Sales
Position Type: Full time
Department: Sales
Location: Western US remote
Date Prepared: September 2021

BACKGROUND

Advanced Environmental Monitoring ([AEM](#)) is a network of global leaders that provide reliable and innovative environmental monitoring and analysis solutions. AEM offers world-class technologies and services; including sensors, dataloggers, telemetry, and software that provide advanced analytics and prediction. These technologies enable decision makers to improve their reaction time to weather and environmental events, helping to protect communities, people, and infrastructure.

As part of the AEM family, Forest Technology Systems ([FTS](#)) helps build resilient communities by reducing the impact of extreme weather events through reliable and secure situational awareness. For over 40 years, FTS has been designing solutions for mission-critical applications all over the world.

PRIMARY JOB OBJECTIVE

As a member of the AEM sales team you will be assigned customer accounts and drive the identification and qualification of opportunities while executing account strategy and generating product and service revenues. This role is focused on working with new accounts who are not currently AEM clients.

Your responsibilities will include identifying appropriate prospects to target, driving the necessary business, strategic and technical relationships to establish new business in those accounts, and working closely with the broader AEM team to drive the day-to-day interactions with those prospects in order to build a long-term business opportunity.

The ideal candidate possesses a utility industry background that enables them to drive engagements. They should also have a demonstrated ability to think strategically and analytically about business, product, and technical challenges, with the ability to build and convey compelling value propositions and work cross-organizationally to build consensus. A keen sense of ownership, drive, and scrappiness is a must.

DUTIES AND RESPONSIBILITIES

The primary responsibility is to further penetrate the utility markets by building awareness of AEM's offering, and by helping develop opportunities in marquee accounts in North America. You will be responsible for meeting with and building out key prospect relationships, setting strategic direction of initial meetings and developing a winning account strategy.



- Meet and exceed sales goals
- Deeply understand each account's environmental decision making challenges and opportunities to identify how AEM can make a difference to the account's business and to the personal success of our champions
- Proactively seek new client acquisition opportunities with North American utilities
- Upsell existing client base with product extension and higher value services and seek referrals from existing clients
- Respond to inquiries from prospects to define needs and recommend solutions, and research accounts and identify all stakeholders for call planning purposes
- Maps, navigates, and understands prospects' informal and formal decision criteria, budget process and decision makers
- Identifies complex problems and reviews related information with AEM technical resources to develop and evaluate options and implement solutions
- Manage sales pipeline using Salesforce.com and internal AEM systems to provide timely and accurate sales forecasts and reports to management
- Prepare detailed presentations and proposals
- Be well informed and communicative about current industry trends
- Able to juggle priorities and be responsive to clients and management alike
- Become involved in the most relevant industry associations, driving the understanding and knowledge of AEM in the market including participating in industry events with speaking opportunities
- Drive the procurement and commercial processes to successfully close business.
- Continuously gather knowledge of competitors and how to effectively position our solution

QUALIFICATIONS, SKILLS AND EXPERIENCE

Required Qualifications and Experience:

- Bachelor's degree, or a relevant combination of education and experience.
- 8+ Years of recent, related experience successfully selling technology products to utilities with a demonstrated ability to open doors and build pipelines within US utilities.
- High technology aptitude with strong industry, products, software, services, and markets experience and knowledge.
- Experience navigating complex organizations, proven complex solution and value based selling, and comfortable selling enterprise software to utility VP & C-level executives.
- Demonstrated ability to open doors and build a pipeline within US utilities
- Demonstrated execution of a repeatable and successful sales process
- Proficiency with standard office software and CRM (Salesforce) systems.
- Must have a valid driver's license plus good driving record.
- Available to travel as required.

Skills and Attributes:

- Ability to solve problems, negotiate positively, conduct cold-calls, and persuade others
- Be a compelling communicator, able to represent the unique value that AEM's solutions provide to clients in terms that resonate with this community
- Be a fast learner, open to new ideas, and able to participate in healthy constructive debates
- Be completely focused on the success of our customers
- Be deeply interested in how customers use AEM's technology to solve business problems and make better investment decisions
- Have a talent for solving problems, by bringing customers and/or partners together with functional teams within the company
- Possess strong interpersonal skills and ability to establish relationships with key influencers in utilities
- Comfortable selling enterprise software to utility VP & C-level executives
- Demonstrate a solid understanding of the AEM value proposition
- Have strong negotiation skills with proven business development and/or sales acumen

QUALITY

It is each employee's responsibility to comply with FTS quality program. It is the employee's responsibility to identify non-conformity and initiate appropriate corrective actions.

DISCLAIMER CLAUSE

The above statements are intended to describe the general nature and level of the work being performed by the employee assigned to this position. There are no exhaustive lists of all duties and responsibilities, knowledge, skills, abilities, physical job demands and working conditions associated with this position.