

JOB DESCRIPTION



Outside Sales Account Manager – Western Region

JOB TYPE	full-time
JOB LEVEL	experienced (non-manager) reporting to the Director of Sales
CATEGORY	outside sales
TRAVEL	frequent, up to 70%

SUMMARY

Candidates must have hands-on wind industry experience with a wind turbine manufacturer, sub-supplier, or wind farm. The position is located in the Western region.

The Sales Account Manager will be responsible for managing existing relationships with key customer accounts, developing new customer relationships, and initiating, negotiating, and closing successful sales transactions.

ESSENTIAL DUTIES & RESPONSIBILITIES

- Utilize wind industry experience to understand customer needs.
- Responsible for customers, sales and business development within assigned region. Identify and pursue key growth opportunities within marketplace.
- Responsible for meeting individual orders, margin and cash flow targets.
- Manages all aspects of the sales process and customer relationship from initial contact, understanding customer needs, proposal development and customer feedback to company.
- Manage and maintain existing customer relationships, including conducting strategic planning with customers on future projects and opportunities.
- Develop and build new customer relationships and a thorough understanding of the customer organization and stakeholder needs.
- Develop and implement account strategies.
- Uncover new opportunities for products and services.
- Work with product support team to identify solutions to customer requirements.
- Manage contract negotiations and closings with the commercial operations team.
- Cooperate with commercial operations, engineering, supply chain, manufacturing and fleet services organizations on handoff of completed contracts.
- Help coordinate customer project kickoff meeting with commercial operations and field services.
- Relay customer feedback that may arise out of the execution of commitments to the company's engineering, supply chain, manufacturing and field services organizations.
- Responsible for keeping expenses within approved budgets.
- Participate in sales forecasting, planning and goal setting for sales and commercial operations.
- Provide regular updates on sales and business development progress.
- Represent company at trade shows, conferences and seminars and keep company informed on marketplace activity, industry trends and developments.
- Other activities as needed to support the sales and commercial operations organization.

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JOB DESCRIPTION



MINIMUM JOB REQUIREMENTS

- 2-5+ years of hands-on wind industry experience with a turbine manufacturer, sub-supplier, or wind farm.
- Sales experience with proven track record of closing large complex transactions with multiple decision makers is preferable, though not necessary.
- Bachelor's degree in business, engineering or a wind-related field.
- Strong ability with Outlook, Word, PowerPoint, Excel and the internet is necessary; familiarity with Microsoft Project, Microsoft Access and SAP is a plus.
- Excellent written, verbal, analytical, presentation and negotiation skills.
- Strategic commercial skills - ability to understand customer, company and market drivers and to develop solutions that address customer needs/issues.
- Customer oriented mindset.
- Ability to build relationships with customers and decision makers and to represent the voice of the customer back to the company.
- Flexible travel schedule and ability to travel frequently.
- Strong ethical conduct and moral standards. Exhibits honesty and integrity.
- Polite, professional manner.
- Ability to work effectively in a team environment as a contributor and member.
- Ability to effectively manage multiple activities simultaneously.
- Creative, high energy self-starter with a proactive work style, comfortable working with little direction.
- Ability to perform under a fast paced, high pressure and dynamic work environment.

CERTIFICATES, LICENSES, REGISTRATIONS

None required for this position, but any relevant training or certifications will be taken into consideration for hiring purposes.

PHYSICAL DEMANDS & WORK ENVIRONMENT

The physical demands and work environment characteristics described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

AVAILON INC. IS AN EQUAL OPPORTUNITY EMPLOYER

Availon Inc. is a part of the Availon GmbH family. Globally, Availon has more than 170 employees, with business units in the USA, Germany, the Netherlands, Spain, and Italy. Currently Availon operates throughout North America and Europe, but is expanding into other regions as well. The Availon global portfolio includes spare parts supply and management, end of warranty inspections, individual turbine optimization, turbine upgrades, field services, remote monitoring, and operations and maintenance (O&M).

Availon is the first independent wind turbine service provider to be both ISO 9001 certified and fully certified by Germanischer Lloyd in staff training, troubleshooting and repair processes. By introducing new processes and developing innovative service strategies, the company has managed to consistently increase the availability of its maintained turbines.

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