

Job Title: Regional Sales Manager (Cogeneration)

Location: Home based from New England area or office based from Rockville, MD

Job Type: Direct Hire

Degree: Bachelor of Science or Minimum 5 years experience selling CHP

Date: Immediate

2G is the world leader in providing Cogeneration solutions throughout the globe for decades. Ideally, we are looking for someone with an Engineering degree and some experience related to selling cogeneration equipment and services.

2G Energy has an immediate need for a Regional Sales Manager to be located in a home-based office in New England or to work from a Regional Office in Rockville, MD. We need a Sales Person who understands the Cogen business and enjoys providing both engineering expertise and direct sales to a large variety of industries, such as Natural Gas: industrial, commercial, greenhouse, oil & gas, municipalities; Biogas: farms, cattle farms, breeding, investment funds, etc. Other Industries: food, hospitals, agriculture, chemicals, etc.

Responsibilities, in coordination with the Vice President of Sales:

- Define the sales strategy for the assigned Area/Region.
- Maximize sales, margins and market share in accordance with budget objectives.
- Manage the entire sales cycle, from the first contact to the closing of the contract
- Promote the brand and represent the Company in the Area assigned
- Actively look for customers and develop the business in the above segments
- Responsible for the contract negotiation and closing (product + operation & maintenance)
- Coordinate the feasibility study process and offer preparation
- Build a solid pipeline of projects to meet or exceed the targets
- Update CRM, shares info throughout the organization

Visit our website at 2g-energy.com. Email your resume and cover letter to: d.emerson@2-g.com.