

Position Title: Direct Sales executive
Location: West coast US
Employment Type: Full-Time
For more info contact: Guy@Wint.ai

Position Summary

The Direct Sales executive is responsible for acquiring new customers in the region.

Wint, detects and stops leaks at the source using Artificial Intelligence, is growing and looking for a direct sale person.

The Direct sales Executive is responsible for the acquisition of new accounts. This includes managing all aspects of new deals to generate sales revenue and ensure a productive and profitable business relationship. Key accountabilities are to win new business and develop long term revenue streams from new customers. Provide prospective customers/clients with all services offered, and additional presentations as needed. Must be energetic, well-spoken, and eager to close sales and increase revenue.

We are looking for a self-driven, ambitious direct Sales person with relevant experience in the Facility Management, Commercial buildings and sustainability areas to expand Wint footprint in the US.

Core Responsibilities/ Essential Duties:

- Execute sales strategy.
- Prospect, qualify and generate sales within assigned territory.
- Meet prospective customers and establish relationship.
- Increase sales in respective territories.
- Understanding customer needs and requirements
- Maintain and expand your database of prospects within your assigned territory
- Work collaboratively with marketing and technology departments
- Ensuring Salesforce.com has all the appropriate data.
- Participate in relevant events on behalf of Wint

Preferred Qualifications, Experience and Skills

- Minimum 3 years direct sales
- Proven track record of over-achieving sales goals
- Ability to understand new products and technology with the ability to articulate their value-add.
- Excellent written and verbal communication skills, exhibited with internal and external clients.

- Motivated, driven and results oriented
- Worked with manufacturer reps is a plus
- Experience working with Sustainability and Energy managers is a plus

What Wint Can Offer You:

- No cap on upside earnings potential
- Fun, creative, small team work environment
- Opportunity for advancement in role
- Unlimited PTO for vacation
- Benefits Offered: Vision, Medical, Life Insurance, Dental, etc.

About Wint

WINT detects and stops leaks at the source using Artificial Intelligence. It alerts you when water is leaking and automatically shuts it off. Intelligent real-time monitoring identifies sources of leaks and waste, reducing your water consumption and preventing damage.

Link: <http://www.Wint.ai>