



## **NY Metro Commission Freelance Sales Representatives**

### **About Us**

CALM Energy is growing rapidly and it's an exciting time to help us achieve our sales goals. CALM's robust product and services platform saves commercial buildings a lot of money and helps them gain on-going transparency and control over their energy use.

### **About the Position and You**

We are actively recruiting experienced, highly-motivated field salespeople to cover the New York Metro area. This position requires you to locate potential customers, identify and qualify buyers/decision makers, coordinate pre-sales consultations, close business and follow up with customers to ensure their satisfaction.

Your target customers will be commercial owners and anchor tenants of medium- to large-scale buildings.

As an independent salesperson, you will competently and professionally represent CALM Energy and earn commissions for successful sales. You will be working directly with the director of sales and CEO.

### **Some of the Things You'll Do**

- CLOSE DEALS
- Understand and explain CALM Energy products and services to prospects and offer solutions to fit their needs
- Work with building owners to complete energy audits and identify efficiency opportunities
- Build and maintain positive rapport with customers to establish credibility and add value
- CALM products are conducive to one-meeting closings!
- Exhibit outstanding, clear and professional sales communication
- Display strong negotiation and presentation skills
- Use education based approach to persuasion
- Gather referrals from clients
- Build new book of business in a growing market/industry
- CLOSE DEALS

### **Your Qualifications**

At least three (3) years of successful sales experience

Track record of closing important deals

Professional and presentable

Able to handle a structured sales process and CRM experience is a plus

Able to identify and overcome prospect objections

Excellent customer service skills

Good to great written and oral English communication skills are mandatory

References will be checked

Experience in energy-efficiency markets and commercial building sales are big pluses