

# Sales Account Executive

Commercial, College and Retail

**JOB ID:** 111618-SCSA-SA

**LOCATION:** Santa Ana, CA

**GROUP:** Sales

## JOB DESCRIPTION:

MelRok is seeking a motivated Sales Account Executive in the Southern California area that is looking to work and succeed in a rewarding environment with a rapidly growing technology company. This individual will focus their main attention on prospecting leads, managing distribution channels, delivering presentations and closing deals. The Sales Account Executive will be working with commercial clients looking to supplement the building's existing metering and energy management systems with MelRok's energy optimizing and cost effective solutions. Target markets include college campuses and retail chains.

## QUALIFICATIONS

- 5+ years sales experience in the commercial energy industry
- Experience in establishing or managing strategic partnerships and distribution channels in the energy metering and control industry a plus
- Experience in the sales of energy meters, energy management systems, building automation systems, and energy metering platforms
- History of sales to colleges, corporate campuses and retail
- Experience in successfully deploying new products and technologies
- Experience in developing sales and marketing plan
- Experience with utility incentive and rebate programs a plus
- Able to successfully complete and pass a background check

## RESPONSIBILITIES

- Expand sales and distribution channels
- Secure new sales from existing and potential customers
- Manage accounts of sales partners and distributors
- Manage accounts of direct customers
- Travel and perform responsibilities in LA, San Diego, Riverside and Orange counties
- Meet company sales goals
- Have complete knowledge of company and competitor products

**BENEFITS AND PERKS**

- A tight-knit team from all over the world. We work hard together and have fun doing so.
- Solving some of the most challenging problems that exist in a massive and complex industry.
- Competitive salary
- Medical, Dental, Vision insurance (PPO, HMO options)
- Incentive equity package
- Flexible hours and easy parking

**ABOUT MELROK**

MelRok advances energy use knowledge for building portfolio, microgrid and nanogrid managers. We are a rapidly growing startup with a disruptive technology that empowers our clients to truly understand and manage their energy use. We are poised to make a major impact in our industry and are excited to meet those eager to join us in solving complex problems in energy use optimization using innovative solutions alongside a collection of talented professionals.

**EQUAL OPPORTUNITY EMPLOYER**

Submit your resume to [info@melrok.com](mailto:info@melrok.com).