**Sales Director**

**Blackburn Energy, Inc**., is a commercial manufacturer of clean energy off-grid power solutions, founded in 2014, currently focused on commercial trucking applications including RelGen™, Blackburn Energy’s first product to market.

Blackburn Energy’s RelGen™ System, is a proprietary, patented combination of hardware and associated software. RelGen – a driveshaft powered kinetic energy recovery system (KERS) generates, captures and stores otherwise wasted energy – driving the electric revolution in transportation. Blackburn can turn any truck into a mobile platform for the creation, storage and delivery of renewable electricity.

At Blackburn Energy, we are working to commercialize our patented proprietary technology that eliminates CO2 emissions currently produced by trucks. Our company is poised for rapid growth.

We’re looking for someone passionate about clean tech and trucking, to lead the development of new business opportunities with potential customers and create the process, system and team necessary for consistent profitable growth. As an active Sales Account leader, you’ll generate leads and conduct outreach to prospects and customers. To be successful in this role, you should have previous experience prospecting leads, meeting sales quotas and leading others. You will use your communication and leadership skills to cultivate strong relationships with customers, from first contact until you close the deal. You will also ensure proper after-sales service. If you are experienced in sales, have strong communication skills, and are familiar with trucking and renewable energy, we encourage you to apply.

Job Duties/Responsibilities:

The Sales Executive will engage companies who own, service, maintain, or operate fleets of trucks

* Generate leads from multiple sources and qualify and guide customers from origination through close of sale by effectively conveying Blackburn’s value proposition
* Qualifying leads from marketing campaigns as sales opportunities
* Contacting potential clients through cold calls and emails
* Developing channels to deliver leads and subscribers
* Respond to inbound leads by phone and email as necessary
* Coordinate with organizations and businesses to develop partnerships that generate sales qualified leads
* Attend events and assist with outreach
* Assist in development of process and system to manage sales efforts and associated support (i.e. reps, customer service, installation, warranty, etc.)
* Secure and manage internal sales associates, reps and distributors
* Record all activities daily in CRM and produce sales reports for managers and clients on a weekly, monthly, and quarterly basis
* Provide research support, including gathering competitive intelligence, market sizing, and identifying local events or organizations that may be of value to our outreach efforts
* Provide back-up support to our customer service teams by answering incoming customer calls

Qualifications:

The ideal candidate must be enthusiastic, self-motivated, hands-on, results-oriented, and a team player. Key qualifications include:

* Proven success in a sales role, preferably relationship-based, in a services industry (transportation / trucking sector is preferred but not required)
* Ability to build trust and rapport with prospective customers, providing clients with top-notch customer service
* 4-year college degree from an accredited institution, or degree-in-progress
* Three years of B2B sales experience
* Experience with mass marketing strategies, both digital and in-person
* Willingness and ability to travel for multiple days across the Northeast
* Proficiency and ability to work with multiple IT platforms such as Microsoft Office, Google, and familiarity with HubSpot is preferred
* Familiarity with fleet sales, transportation and clean tech preferred
* Knowledge and experience in sales management and systems that support sales management (i.e. HubSpot, Salesforce.com, etc.)

Characteristics

* Excellent organizational, communication, and presentation skills a must!
* Hands-on approach
* Flexible working style: Can “wear many hats”
* Enjoys the fast paced, results driven environment of a startup

Location

Amesbury, MA

Contact

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