LineVision Inc.
444 Somerville Ave
Somerville, MA 02143 USA

Position: Sales Director, Western North America

LineVision Inc. is a growing and innovative leader in electric power transmission monitoring and utility asset health management. We build, install and maintain low-energy telemetry devices that collect physical sensor data. We help transmission line owners and operators measure the performance of their assets, detect anomalies, and optimize operations and maintenance processes based on real-time, historical, and forecasted asset performance metrics. Founded as a spin-out of a product line within Genscape Inc., we are an inclusive and motivated team with high growth potential.

Overview: Sales Director, Western North America (NAM)

Reports to: Vice President of Sales

Location: Remote, Western United States of America

Western NAM Territory includes: *USA* – Washington, Oregon, California, Nevada Idaho, Montana, Wyoming, Utah, Arizona, New Mexico, Colorado, North Dakota, South Dakota, Nebraska Kansas, Oklahoma, Texas. *Canada* – British Colombia, Alberta, Saskatchewan, Manitoba

Employment Type: Full Time

The Sales Director will be responsible for developing, managing, and growing the sales of LineVision's V3 transmission line monitoring hardware systems and software solutions across the western NAM sales region within the electric power transmission utility segment.

Key Responsibilities

- Develop and execute the regional utility sales strategy to drive growth and market penetration
- Manage and grow the existing utility accounts in the region to be referenceable clients
- Develop new leads and market opportunities to build a strong sales pipeline
- Close new business, achieving sales and revenue targets on a timely and quarterly basis
- Deliver sales presentations and update materials as needed
- Create opportunity specific commercial proposals and offerings
- Manage all sales opportunities including deal timing and financial estimates through a CRM system

Other Responsibilities

- Identify and manage regional channel partners or other strategic partners as necessary
- Represent LineVision at various industry events including conferences and technical exhibitions
- Stay current on industry standards, regulatory requirements, relevant technologies, competitors and industry dynamics
- Document work related travel and living expenses via company reporting systems
- Collaborate with R&D and Product Development departments to provide feedback for continuous improvement

Desired Skills

- Deep industry knowledge of the electric power transmission business
- Experience and successful track record of developing and executing sales growth strategies
- Experience with cloud-based CRM software platforms
- Effective and clear communication and presentation skills
- Knowledge of commercial risk triggers including terms and conditions

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Qualifications

- B.S. in engineering or a related technical field, or equivalent work experience, M.S. preferred
- Minimum of 3 years of direct sales within utility markets
- Ability and willingness to travel as required including international locations.
- Proficiency utilizing Microsoft Word, Excel, PowerPoint and G-Suite Productivity Tools
- Fluent in English

Applications:

Interested candidates, please email your Cover Letter and CV/resume to info@LineVision.co with the subject, *"Sales Director Role."*

About LineVision Inc.

LineVision, Inc. is a utility technology company that works with electric utilities and transmission line operators to deliver greater visibility into critical infrastructure assets and increased line capacity for renewables adoption. LineVision's devices capture valuable data from transmission poles for increased safety and to inform investment planning and decision making for utilities and regulators. LineVision deploys a state-of-the-art, non-contact solution based on advanced sensor technology for a critically precise and easy product.

LineVision Inc is an EEO/Affirmative Action Employer and does not discriminate on the basis of race, color, religion, sex, sexual orientation, gender identity, national origin, protected veteran status, disability or any other legally protected status.

For more information, visit www.LineVision.co