



Title: Sales Professional
Reports to: US Hydrology Sales Manager
Location: Remote work, East Coast Territory
Job Type: Full-time, Salaried Position
Compensation: \$45,000 - \$60,000 + earned commissions

High Sierra Electronics is part of the Advanced Environmental Monitoring (AEM) Family of companies. AEM helps communities and large enterprises become more climate resilient - Delivering environmental monitoring solutions for fire, weather and water applications.

Job Summary:

The Sales Professional's primary responsibility is to sell the AEM family's hydrology and road weather products and services in an assigned territory to new and existing accounts.

This position will own and be accountable for the full sales cycle – from cold-calling to qualifying, identifying opportunities, to RFP responses, and to contract closing. This position will build and manage a pipeline of business.

A successful candidate is an independent worker and problem solver who is organized, goal-oriented, detailed, resilient, and eager to find creative solutions to customer challenges. The ideal candidate will be able to conduct virtual, telephonic, and in-person meetings in a fast-paced environment and deliver results.

Duties and Responsibilities:

- Meet and exceed sales goals
- Proactively seek new client acquisition opportunities across the territory (referrals, cold-calling)
- Upsell existing client base with product extension and higher value services
- Respond to inquiries from prospects to define needs and recommend solutions
- Identifies complex problems and reviews related information with Sales Engineering & Field Services to develop and evaluate options and implement solutions
- Provide timely and accurate sales forecasts and reports to management
- Manage sales pipeline using Salesforce.com and Outreach
- Prepare detailed presentations and proposals

Knowledge, Skills and Abilities:

- Understanding of CRM systems, specifically Salesforce and Outreach
- Strong interest in applying technology to solve operational and safety challenges associated with severe weather and water
- Build & manage a pipeline and funnel of business
- Demonstrated experience developing, managing, and closing a sales pipeline
- Excellent written and oral communications skills, including attention to detail when communicating
- Ability to solve problems, negotiate positively, conduct cold-calls, and persuade others
- Ability to travel approximately 50% of the time (valid driver's license)

Credentials and Experience:

- Bachelor's degree, or relevant combination of education and experience
- At least 1 years related experience successfully selling technology products to government or enterprise clients

Compensation is based upon experience and qualifications.

Benefits available to full time employees include: Medical, dental, vision, 401k and paid time off.



If you are interested in applying for this position, please e-mail or mail your cover letter and resume using the information provided below. When submitting your resume, please reference the job title as it is described here. Internal applicants should submit a letter of interest to Human Resources.

No phone calls or faxes please.

E-mail

hr@highsierraelectronics.com

Mail:

Attn: Human Resources
High Sierra Electronics, Inc.
155 Spring Hill Drive, Suite 106,
Grass Valley, CA 95945

Equal Opportunity Employer

High Sierra Electronics, Inc. is an Equal Opportunity Employer. It is the policy of High Sierra Electronics, Inc. to provide a fair and equal employment opportunity to all persons regardless of age, color, national origin, citizenship status, physical or mental disability, race, religion, creed, gender, sex, sexual orientation, gender identity and/or expression, genetic information, marital status, status with regard to public assistance, veteran status, or any other characteristic protected by federal, state or local law. High Sierra Electronics commitment to equal opportunity is applied through every aspect of the employment relationship, including, but not limited to, recruitment, selection, placement, training, compensation, promotion, transfer, termination, and all other matters of employment.