

**Interested in working for an up and coming company?  
Like the idea of taking on an unprecedented role?  
Eager to shine in a small, flexible and adaptable organization?**

**If so, we need to talk!...**

Located in Baton Rouge, LA, we are a meter reading technology company, focused on the successful development and deployment of Advanced Metering Infrastructure (AMI) technology and Smart Grid technology. We assist utility clients in deploying systems that will capture and utilize data more effectively to improve the performance of their business.

This is a high-growth industry! As a result, we are seeking qualified candidates focused on finding a challenging and stable opportunity associated with a newly-developing company focused on municipalities and investor-owned utilities (water, electric, and gas) throughout the U.S. and Canada. If you are ready to join our growing team, this may be the ideal opportunity for you!

**Outside Sales Rep.**

In this leadership role, you will have the opportunity to develop and close high-level sales opportunities through executive level relationships in the following markets: municipal water, gas and electric utilities, electric utility cooperatives, state and federal regulatory agencies. You will support our portfolio of Smart Grid/Smart Metering/Wireless professional services and solutions.

**Responsibilities:**

- Secure appointments with top decision-makers to discuss business solutions, including modernization of infrastructure with focus on smart metering, smart grid and wireless communication applications.
- Effectively communicate high-powered presentations to external and internal customers
- Understand and consult with our customers about emerging sustainability topics such as renewable energy, demand response initiatives, conservation enforcement
- Work within and leading the project team to develop and close complex projects, involving finance, contract, delivery, engineering and other resources from inside and outside of the company utilizing a disciplined sales process that delivers value to clients through agreed-upon milestones
- Negotiate contracts that offer significant value and meet return on investment or other customer criteria
- Strategically build alliances and developing long-term account relationships to create win-win partnerships and an expanded market presence



Building Smart Utility Solutions

**Required skills and experience:**

- 5+ years of successful experience in consultative selling of large-scale integrated solutions
- 3+ years of successful experience in the energy performance contracting/utility/ smart metering/renewable energy industry (or related sectors)

**Preferred:**

- Bachelor's degree in Business, Construction, Engineering or a related discipline strongly preferred
- Local candidates to the Baton Rouge area, however we will consider stellar candidates located throughout the U.S.

**Benefits:**

We offer a competitive salary based (commensurate on experience) plus highly-lucrative commission structure in addition to:

- Incentive plan
- Paid time off
- Medical, dental and vision benefits coverage
- Employee Assistance Program through Optum Care 24
- Challenging work and the potential for career advancement
- Flexible work arrangements
- Internal training programs
- And an environment where respect, satisfaction and hard work are valued!

**To Apply:**

To respond to this opportunity, please go to:

<https://insperity.ats.hrsmart.com/cgi-bin/a/highlightjob.cgi?jobid=64549>