

3 Phases Renewables

Job Description

Senior Business Development Associate

El Segundo, CA

This represents a rare opportunity to join a company that focuses on delivering business value to their stakeholder, by providing clean electricity solutions. 3 Phases Renewables is looking for a Senior Business Development Associate with a passion for helping clients. The mission of the Senior Business Development Associate is to unlock value for commercial and industrial customers in the vehicle/equipment electrification sector and to grow 3 Phases' market share.

Responsibilities:

- Identify and nurture new sales opportunities through continuous prospecting;
- Create and format a personal brand by becoming a trusted advisor and building long-term client relationships through a strong commitment to excellent customer service;
- Meet the established sales & profitability targets by generating qualified leads, including a personal target in the first 30 days;
- Provide direction and manage the development of annual forecasts, goals and objective setting, target and key account, and monitor the results
- Promote and cross-market other services of the Company to current and potential customers;
- Trouble shoot problems and provide technical support to customers;

Qualifications:

- 2-3+ years of experience working daily with CRM leveraging the tools to build client portfolios, drive conversations and track opportunities;
- Experience in bringing products/services to commercial and/or industrial customers and selling value effectively;
- Proven skills in promoting and maintaining customer satisfaction;
- Previous demonstrated success selling intangibles or energy related products to Southern California executives;
- Must be willing to learn about California incentive programs;
- Must be a team player and work well in collaborative situations;
- Proficient computer skills including CRM software & Microsoft Office (Excel, Word & PowerPoint).

Who we are: <https://3phasesrenewables.com/#services>