



Sales Director

Desired experience in Cold Chain, Low-Temp/Ammonia Refrigeration, Controls, Solar, Energy Efficiency, and/or Subscription Sales

Viking Cold Solutions, Inc. is a rapidly growing Houston based energy efficiency technology company, providing unique electricity savings and thermal energy storage innovations to the global cold chain, frozen storage, and supermarket industries. As Viking Cold expands, we are seeking talented and motivated individuals to join our team and be part of our success.

Objective

The Sales Director is responsible for driving and closing new product sales and subscription/service agreements. Target relationships include cold storage facility operators, food distribution centers, food processing operators, supermarkets and grocery store operators, as well as working with utilities to leverage energy efficiency incentive programs for our customers.

Position Summary

Due to the expansion of our offerings, Viking Cold is seeking an accomplished sales person with a specific skill set to support our business. The Sales Director will be focused on building relationships to close direct and subscription sales, and manage Channel Partners, including refrigeration service companies and energy efficiency organizations.

Candidate Profile

The preferred candidate will have the aptitude to take the lead in the development of new business opportunities that support Viking Cold's overall growth strategy. The individual must have the ability to sell our solutions via long term service agreements, into small and large accounts, and follow through to completion. The candidate should possess an entrepreneurial spirit, passion for originating sales, and a proven track record of success. The Sales Director will need to be collaborative and coordinate extensively with the Viking Cold technical team and be able to proactively work across organizational areas (Senior Management, Engineering, etc.) to identify, propose and close opportunities. This position reports directly to the Vice President of Sales & Marketing.

Duties & Responsibilities

- Develop and maintain a robust sales pipeline to continuously grow the business and close direct and subscriptions sales.
- Prepare and present customer proposals in conjunction with Sales and Engineering teams
- Ability to leverage relevant incentive programs and key relationships to deploy our technology for customers
- Assist in the recruitment and management of Channel Partners through all stages of the cycle including targeting, prospecting, and presenting proposals
- Execute the strategic business plan to achieve sales goals
- Work with Engineering and Manufacturing colleagues to ensure successful installations
- Attend conferences, tradeshows, and professional association meetings to promote Viking Cold's products and brand. Prospect and follow up on leads and contacts from these events
- Manage existing customer relationships
- Utilize Salesforce to manage contacts, activity and progress
- Report on progress with senior management

Required Qualifications

- 5+ years of documented sales experience in the Cold Chain, Low-Temp/Ammonia Refrigeration, Controls, and/or Solar; previous experience in energy efficiency product sales or subscription sales-based environment is a plus
- Demonstrated understanding of a variety sales techniques including service agreements, subscription sales and direct/cash sales
- Ability to travel up to 50% of the time
- Experience with Salesforce or other CRM tools
- Strong presentation and communication skills
- Relevant problem solving and analytical skills
- Well-developed interpersonal skills with an ability to get along with diverse personalities

Key Success Factors Include the Ability to:

- Engage and present at various levels of the customer's operations and organization
- Master appropriate technical aspects of the Viking Cold technology including phase change materials (PCM), refrigeration controls, and software
- Communicate the value proposition of Viking Cold as it applies to the customer's business

Education

Bachelors in Business, Engineering, or other related field or equivalent work experience;
MBA is a plus

How to apply

To apply for this position, please email your resume to hr@vikingcold.com

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Please note: Viking Cold occasionally amends or withdraws jobs and reserves the right to do so at any time

