



THERMAL ENERGY STORAGE

Sales Representative

Location: Houston, Texas, or remote

Compensation: Base salary will be commensurate with experience, plus sales commissions | Benefits: Health, Dental & Vision Insurance, 401K

About

Viking Cold Solutions is the leading sustainability technology for temperature-controlled facilities. Our intelligent Thermal Energy Storage (TES) systems minimize energy use while better protecting food inside frozen food warehouses, supermarkets, and restaurants across the globe. We are seeking talented and motivated individuals to join our team and help us continue to tackle some of the world's biggest energy and food challenges with our award-winning TES technology.

Position

The Sales Representative is responsible for advancing the sales team's efforts by following up on identified leads, nurturing new relationships with potential clients, and turning them into qualified opportunities for an Account Executive to close. A successful Sales Representative candidate will have the skills and qualifications to follow a sales process and work as part of an effective and dynamic sales team.

Roles and Responsibilities

- Establish contact with potential clients as identified in Salesforce.
- Qualify potential clients and support Account Executives to close sales.
- Schedule and perform education and demonstrations with potential clients.

Skills and Experience

- Excellent interpersonal communication skills
- Proven capabilities in presentation, public speaking, and educating clients
- Demonstrated ability in meeting sales objectives
- An understanding of the energy efficiency, energy storage, and/or commercial/industrial refrigeration industries
- Familiarity with a variety of marketing strategies
- Sales analytical skills
- Education and/or Experience:
 - Bachelor's degree in business management, business administration, engineering, or a related discipline
 - 5 plus years related experience
- Fluent in English. Spanish language skills a plus
- Computer Skills:
 - Microsoft office proficiency using Outlook, Word, Excel, PowerPoint, and Teams
 - Experience with CRMs, Salesforce preferred
 - Pardot experience a plus

Resources: Visit <https://www.vikingcold.com/resources/> to view our videos and learn more about our Thermal Energy Storage solutions.

To Apply: Please email your resume and cover letter to hr@vikingcold.com.

Viking Cold Solutions occasionally amends or withdraws jobs and reserves the right to do so at any time.

Viking Cold Solutions, Inc. is an Equal Opportunity Employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, pregnancy, national origin, age, physical or mental disability, or genetic information. All employment decisions are based on business needs, job requirements, individual qualifications, and performance. We are committed to providing all employees with a diverse, inclusive, and positive work environment, and we do not tolerate any discrimination or harassment based on any of the above characteristics or on any other status protected by local, state, or federal laws.



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