



THERMAL ENERGY STORAGE

## Sales Account Manager

Location: Houston, TX

Compensation: Commensurate with experience | Benefits: Health, Dental & Vision Insurance, 401K

### About

Viking Cold Solutions is the leading sustainability technology for temperature-controlled facilities. Since 2011, our intelligent Thermal Energy Storage technology has helped our clients 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 tackle some of the world's biggest energy and food challenges with our multi-award-winning Thermal Energy Storage technology.

### Position

The Sales Account Manager will take the lead in the development of new business opportunities that support Viking Cold's overall growth strategy. The incumbent should possess an entrepreneurial spirit, passion for originating sales, and a proven track record of success. The Sales Account Manager is responsible for increasing sales by utilizing existing leads and developing new leads, nurture new relationships with potential clients, and turning them into closed sales. The incumbent must be able to pro-actively work across organizational areas (Executive Management, Operations, Engineering, etc.) to develop, launch, and manage opportunities.

### Roles and Responsibilities

- Develop new business opportunities in alignment with our Market Development Plans through all stages of the solutions sales cycle including targeting, prospecting, presenting proposals, and closing commercial sales.
- Prepare and present effective sales presentations that demonstrates the value proposition of Viking Cold Solution's systems.
- Develop and maintain a robust sales pipeline targeting entities to continuously grow the business and generate sales.
- Effectively manage Channel Partners with complex contract negotiations and large-scale deployments.
- Collaborate with Engineering and Manufacturing to ensure successful implementations of solutions.
- Attend industry trade shows to identify potential sales leads and make meaningful contact with potential clients
- Recommend and pursue strategies to promote adoption and scale in specific markets

### Skills and Experience

- Five to ten years Sales and/or Sales Engineering experience
- Demonstrated understanding and application of complex sales techniques
- A track record of creating, negotiating, and closing large-scale sales
- Demonstrated effectiveness in prospecting and developing new business
- Impeccable interpersonal communication skills
- Public speaking and presentation abilities
- An understanding of energy markets, sales, and industry trends
- Education and/or Experience: Bachelor's degree in business management, business administration, or a related discipline
- Language/Job Skills: Spanish is 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](mailto: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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