

Building Automation & Energy Management Systems Account Executive

FMC Technologies, Inc. is an integrator of intelligent Building Automation Systems (automatic temperature control, access control, lighting and energy management) primarily serving clients in eastern Massachusetts. We work with facility owners, architects, engineers, contractors and management companies to create innovative solutions tailored to meet the unique needs of our customers.

Overview:

The Account Executive is responsible for managing and growing our customer base and achieving an assigned sales quota. The primary emphasis for this position is to maintain existing and acquire new commercial, industrial and institutional accounts. This will be achieved by developing relationships with owners, architects, engineers, contractors and management companies. This position will develop and qualify new contacts, make sales presentations, quote and bid projects as well as negotiate contracts.

The Account Executive will build partner relationships with existing and new accounts and maintain in-person contact on a regular basis. The role requires the ability to articulate technical solutions in business terms to all types of influencers within the customers' organization. A team player is desired to deliver total customer satisfaction. This person will also possess strategic thinking skills and be a valued contributor to our growing business.

Attributes:

- Knowledgeable in energy management and control applications primarily pertaining to the HVAC industry.
- Proven ability to maintain, develop and grow customer relationships.
- Experience with utility companies and an understanding of their incentive programs.
- Strong communication, planning, and presentation skills.
- Strong ability to solve financial and business problems for customers.

Compensation:

- Base salary commensurate with experience along with an aggressive commission plan for unlimited earning potential.