



FMC Technologies, Inc.

Business Development Representative

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 Business Development Representative is responsible for developing, managing, and growing a customer base and achieving an assigned sales quota. The primary focus for this position is the sales of Energy Management Systems and other energy efficiency products, in commercial, industrial, and municipal buildings. The Business Development Representative must be able to gain new accounts by developing relationships with owners, architects, engineers, contractors, and management companies. This position will be responsible to qualify new contacts, make sales presentations, quote, and bid projects as well as negotiate contracts.

The Business Development Representative will develop and implement a territory plan to take advantage of all sales opportunities and the focus will be on the acquisition and growth of new accounts. The role requires the ability to articulate technical/financial 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.

A background in Energy Management Systems, HVAC and electrical equipment, or an engineering degree is preferred, but not mandatory for the right candidate. Familiarity with eastern Massachusetts territory and the local utility incentive programs is desired. A strong inclination to providing excellent customer service is required.

Attributes:

- Proven ability to develop and grow customer relationships.
- Strong communication, planning, and presentation skills.
- Solid ability to solve financial and business problems for customers.
- Knowledgeable in energy efficiency and utility incentives.

Compensation:

- Base salary commensurate with experience along with an aggressive commission plan for unlimited earning potential.
- Benefits include Health, Dental, Vision, Simple IRA, LTD and PTO

For more information, please visit our website at www.fmc-technologies.com

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Building Energy Solutions