

Emu Passive

Job Title

Emu Sales Lead

Applications

Please send resume ***and*** cover letter and to enrico@emupassive.com

Employment Type & Compensation

- Remote work for residents of Colorado, New York, or Wyoming.
- requirements up to one week/month, and in-person client meetings as needed by sales strategy
- Full time position, with 3 month probationary period
- \$30,000 base pay and up to \$75,000-\$120,000 annually depending on performance.

*Excellent personal performance in sales will be compensated accordingly, commission details to be discussed during the interview process.

The Role

In this role, you will bring the Passive House standards and the latest building science to the mainstream construction market.

You will interface with builders, architects, developers and homeowners to understand their needs, and promote sales of Emu's products to best meet their specific team training and project-specific goals.

Key Responsibilities

- Autonomously develop and nurture relationships and leads for training and consulting services
- Curate contact lists, sales pipelines, and regularly report on closed and expected sales
- Meet or exceed event-based and quarterly goals and sales quotas
- Participate in local and national conferences, training, and networking events
- Coordinate with Emu's Training and Services team both online and in person, using programs such as Word, Excel, Asana, HubSpot, Slack, Dropbox, G-Suite, Zoom, Wordpress, and Thinkific LMS (to name a few).

Must Have

- 2+ years of proven sales experience
- Ability to produce results while working remotely and independently, close deals and meet monthly and quarterly quotas
- Consultative sales approach, ability to listen and communicate
- Computer literacy and own computer, incl. Microsoft Office package
- ability to pick up new processes, programs, etc., quickly
- Be free of any 3rd party interests including sponsorships, marketing, representation, and/or sales interests with other companies or products.

Nice To Have

- 2+ years of experience in the construction industry
- actual on-site construction experience
- HubSpot certificates

Tech

Prior experience in the following is required:

- Microsoft Office package

EEO Statement:

EMU is an equal opportunity employer. We do not discriminate on the basis of race, color, religion, marital status, age, national origin, ancestry, physical or mental disability, medical condition, pregnancy, genetic information, gender, sexual orientation, gender identity or expression, veteran status, or any other status protected under federal, state, or local law. All aspects of employment including the decision to hire, promote, discipline, or discharge, will be based on merit, competence, performance, and business needs.