

# ES Sales

Schneider Electric

Posted: -

**DIVISION**

N/A

## DESCRIPTION

Energy Solutions Sales



Employer Profile

### Job Description

Schneider Electric Energy Solutions is seeking individuals driven by a desire to impact the world. We commit to develop our people and make energy safe, reliable, efficient, productive and green. An Energy Solutions Sales Representative is responsible for the direct sale of performance contracting services which combine the latest energy-saving technologies and practices to upgrade outdated facility equipment, lower client utility bills, improve building performance, and increase employee productivity.

Job benefits include: a comprehensive 6-month training program, competitive, progressive base salary plus commission structure, comprehensive benefits package, company car program, mentor assignment, tuition reimbursement opportunities and much more. If you are a goal-oriented individual, driven by taking a high-value service and solution to market, a fulfilling career as an Energy Solutions Sales Representative might be for you.

### Essential Job Functions

Sales representatives are tasked with cultivating new business through building long-term relationships with professional clients, collaborating with engineers, and delivering solid financial solutions for customers' facility needs. Our representatives are focused on working with leaders across our country: superintendents of schools, university vice presidents, mayors, governing board members, etc. This position integrates all aspects of the sales process - from prospecting and pre-qualifying potential clients to calculating cost estimates, preparing and delivering presentations, creating proposals and ultimately closing the sale.

An Energy Solutions Sales Representative will work with customers to identify the potential for Performance Contracting. Responsibilities may include: develop new business opportunities by building professional relationships; utilize specialized software tools to qualify prospective clients and determine which opportunities to pursue; educate clients on performance contracting and project financing options; maintain long-term client relationships; develop and implement effective sales strategies; collaborate with engineers to prepare project work scopes and cost estimates; prepare and submit sales quotations and proposals; generate and conduct sales presentations; represent Schneider Electric at conferences and trade shows; other responsibilities may be assigned.

### Requirements

Minimum requirements include a Bachelor's Degree in business, engineering or related discipline or equivalent work experience. For a Sales Representative, no prior experience is required. We will invest substantially to ensure that you have the knowledge and abilities you need to succeed.

The ideal candidate will possess the ability to relate to internal and external clients at all levels, and to communicate both on a technical and non-technical basis. In order to be successful in this role, an individual will exhibit excellent initiative, interpersonal, organizational and communication skills, and proficiency in Microsoft Office programs, including but not limited to Word, Excel, and PowerPoint.

If you are looking for a position in an organization where you can develop your skills and apply your classroom knowledge, then we want to hear from you! Please apply online at <http://www.us.schneider-electric.com/careers> and search by Employment Type: University Relations.

### About Schneider Electric

Schneider Electric is a leading provider of solutions that deliver measurable business results to customers by enabling them to do more with less energy through building management, security solutions and energy services. The global specialist in energy management with operations in more than 100 countries, Schneider Electric offers integrated solutions across multiple market segments, including leadership positions in energy and infrastructure, industrial processes, building automation, and data centers/networks. Focused on making energy safe, reliable, and efficient, the company's 114,000 employees achieved sales of more than 18.3 billion euros in 2008. For more information, visit [www.schneider-electric.com](http://www.schneider-electric.com).

### DESIRED MAJOR(S)

Engineering, Craig School of Business

### WORK AUTHORIZATION

US Citizen, Permanent Resident

WANT THIS JOB?

Apply

### Interview Date(s)

Nov 10, 2011

Location: Thomas Building (TA)

### Schedule Details

**Schedule Type:** Pre-select

### resume submission start date

September 8, 2011 12:00 am

### resume submission end date

October 29, 2011 11:59 pm

### Sign-Up Start Date

November 1, 2011 12:00 am

### Alternate Sign-Up Start Date

November 4, 2011 12:00 am

### Cancellations Start Date

November 1, 2011 12:00 am

### Cancellations End Date

November 7, 2011 11:59 pm

### Sign-Up End Date

November 8, 2011 11:59 pm