

## **Engage Energy & Industrial Consulting, Inc.**

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[www.engageeic.com](http://www.engageeic.com)



### **Position: Business Development (Houston, TX)**

Engage Energy and Industrial Consulting is a management consulting firm that specializes in the areas of:

- Asset Lifecycle Management
- Business Transformation & Operational Excellence
- Corporate Social Responsibility / Sustainability & ESG Programs.

Our industry focus is Electric, Gas, and Water Utilities, Diversified Energy (Upstream, Midstream, Downstream), Private Equity, Mid-Market Manufacturing, and Industrial companies.

The successful candidate will be distinguished by a record of success in complex consulting sales. The candidate will be able to network, develop, and nurture strong business relationships with clients. They will be able to generate leads, secure meetings, and work with the firm's leadership team to submit proposals to the client utilizing a broad knowledge of Engage's service offerings.

The Successful candidate will be deeply rooted in the diversified energy market. Expected to have carried and be paid variable compensation on a personal (not group) quota attainment. Minimum of 5 years' experience working in a Sales and Business Development role and carrying a consulting services quota between \$3M-4M a year. Need to demonstrate at least 95% attainment on a consistent basis (at least 3 consecutive years and must be recent history).

Compensation:

- Base + Commission (no cap on commission)

Work Environment:

- Full-time position
- Flexible hours and working arrangements
- Houston, TX Based – virtual/home office
- Limited travel may be required
- Entrepreneurial culture

Benefits:

- Comprehensive benefits package
- Three (3) weeks paid vacation
- One (1) week of PTO

The successful candidate must demonstrate that they understand and practice the following traits:

- In-depth knowledge of the entire sales cycle
- Previous prospecting / sales experience selling consulting services to Energy, Utilities, Private Equity, Manufacturing highly desirable
- Ability to qualify a customer and opportunity
- Ability orchestrate discovery meetings and link solutions to customer pain points (Consultative Selling / Value Selling)
- Ability to assemble and leverage the Engage leadership team while keeping control of the deal
- Self-motivated with the ability to work independently

- Ability to segment a market/industry/geography
- Ability to structure a winning presentation
- Ability to connect and engage with industry trade associations
- Has attended a formal sales training program such as Sandler
- Familiarity with HubSpot highly desirable
- Knowledge with Social Media platforms LinkedIn & LinkedIn Sales Navigator, Twitter, Instagram, and Facebook
- BA or BS Degree Required – MBA highly desirable

Responsibilities:

- Take lead in designing and managing the prospecting and business development process
- Successfully schedule and confirm meetings for firm's leadership team
- Independently research client candidates (individuals / companies)
- Maintain all activity in HubSpot CRM system
- Meet and exceed daily sales goals and objectives
- Maintain and report daily accountability standards
- Manage time and prioritize tasks effectively
- Lead weekly business development meeting with leadership team
- Serve as an enthusiastic and professional brand ambassador for Engage
- Introduce Engage business and consulting services with ability to articulate the value proposition of professional services to C-level executives

Motivational Traits:

- Honesty and integrity
- Strong relationship building skills
- Self-motivated and results oriented
- Entrepreneurial
- High energy
- Confident
- Persistence and grit

Apply today! Send your cover letter and resume to [dracey@engageeic.com](mailto:dracey@engageeic.com).