

## Sales Manager

TTcogen LLC is looking for an energetic individual with a technical background for the position of the Sales Manager in cogeneration industry with a focus on biogas applications. TTcogen has headquarters in Waltham, MA but the position is not fixed to the headquarters office.

TTcogen LLC is a 50/50 joint venture corporation between packaged combined heat and power (CHP) experts Tecogen Inc. and TEDOM a.s. TTcogen offers a complete package of cogeneration modules that are fully capable of running on a variety of fuel feedstocks, including natural gas, propane, and renewable natural gas (biofuel). Ranging in size from 35 kW up to 4 MW, the full product portfolio meets the needs of residential, commercial and industrial customers that desire efficient and environmentally friendly energy solutions. Benefits of using a single fuel source for multiple purposes include dramatic reductions in energy costs and emissions. TTcogen uses network of engineering, sales and service personnel developed by TTcogen across the United States. Please visit [www.ttcogen.com](http://www.ttcogen.com) for more information about the company.

Our Sales Manager will work with customers from biogas industry all around the USA and will be expected to travel frequently (multiple times each month), with occasional overnight stays. This position will be responsible for the development of new clients and new sales channel partners in our untapped markets. Candidate must be able to make decisions, work independently, and work well in a team environment.

Candidate will:

- Identify key opportunities for Cogeneration in Biogas industry, assess market trends, and evaluate current customer needs
- Develop a strong knowledge of multiple energy products, both TTcogen's and those of our competitors, and apply this knowledge in all aspects of this position.
- Develop successful sales strategies, capture market share, close orders and deliver profitable projects to operations
- Provide consultative services for business partners and customers by combining established relationships with product, marketing and technical skills
- Collaborate with other sales team members, marketing directors, operations, and technical staff to heighten our brand visibility and the impact of high end sales calls
- Possess strong interpersonal skills and strong business acumen including the ability to develop winning proposal strategies
- Prepare and coordinate sales presentations, proposals, bids and contracts to ensure successful outcome of transactions.

Training Provided by TTcogen

- Product Training
- Sales Training
- Computer Training on CRM Software

Basic Qualifications:

## **Sales Manager**

- Bachelor's degree in Marketing, Business Management, or related program, including general engineering (Additional years of work experience may offset education.)
- Prior outside sales experience including: product presentations, proposals, sales negotiations, and closing of sales would be a plus. Experience with sales of large capital products is preferred. Our target markets include commercial and institutional buildings, healthcare facilities, hotels and especially large multi-unit residential complexes.
- Proficient in MS Office Suite, including PowerPoint, Outlook, Word and Excel. Applicant must be internet savvy and capable of learning to use other software quickly.

### **Preferred Qualifications:**

- Engineering background
- Knowledge of the Biogas to Energy Market, strong relationships to the key biogas stakeholders
- Experience with Gensets, Cogeneration or the HVAC industry
- Understanding of various alternative energy technologies
- Experience developing and executing successful sales strategies
- General mechanical background and/or the ability to absorb new concepts and understand new technologies

TTcogen offers comprehensive benefits package comparable to many Fortune 500 companies, including full health and dental insurance (75% paid by Tecogen), company matched 401k, paid vacation and holidays, tuition reimbursement, short and long-term disability, and life insurance.

Competitive salary based upon education and experience.