



National Sales Representative - USA

High growth company in Distributed Wind Energy industry

We are currently looking to add a new member to the Eocycle team! Eocycle is a venture capital backed company that designs and manufactures wind turbines for distributed generation. Farms, businesses, and communities around the world choose Eocycle turbines to generate their own electricity on-site. Our recently launched second generation model of the EO25 is a small-scale wind turbine that is best-in-class and ready to make big waves in the industry. We are now investing in the USA!

Reporting to the Vice President of Sales & Marketing, the National Sales Representative will have the important responsibility of growing our customer base in the country. Eocycle sells through direct sales and sales partner network channels.

Primary responsibilities:

Direct sales

- Identify potential customers or follow up on Marketing leads
- Approach and engage potential customers in a dialogue by email, telephone, and in-person
- Conduct initial qualification of potential customers
- Prepare quotes and sales contracts as required
- Close deals
- Attend industry events, show and other events such as agricultural farm shows

Sales Partner sales

- Identify and conduct initial qualification of potential sales partners
- Select and manage sales partners network – working with VP of Sales & Marketing
- Provide sales support to sales partner network

Business development

- Assist in business development initiatives, as required (e.g. identifying financing sources for farmers)



Your skill-set must include:

- Strong sales skills – ability to lead and guide the sales process from initial awareness to closing
- Excellent communication skills – particularly interpersonal skills such as the ability to listen and interpret verbal and non-verbal communication from others
- Sales experience in distributed wind energy industry preferred
- Driven
- Autonomous and disciplined
- Prioritization and organization skills
- Ability to work under pressure

If you think you are a great fit for the role, please send us your resume and a cover letter specifying why you think you are a fit, why you want the position, and tell us a little bit about you.

Come and be part of something big- Eocycle is building the future today!

Job Type: Full-time

Job Location: Various in United States

Compensation: Commission-based, with base compensation and travel expenses paid

Please send C.V. and cover letter to Paul Dawson at info@eocycle.com.