



Account Executive Horizon Power Systems Inc.

Positions available in:

- Dallas/Fort Worth, TX
- Houston, TX
- Louisiana

A flexible career in the energy industry with a high return rate and full benefits.

Horizon Power Systems is the premier distributor of microturbine power systems for the Gulf Coast, Intermountain and Rocky Mountain states. As one of the most successful microturbine distributors in the country, our unique culture and business model create a challenging environment of professional growth in the energy Industry.

Successful candidates will possess the following attributes.

- Self-driven
- Remotely accessible
- Manage time well
- Outstanding listening skills
- Interprets technical ideas
- Team oriented

Job Function:

Build Relationships - Manage and develop business communication with client base. Ensure all clientele receive an outstanding business experience. Cultivate relationships with existing clients and develop a prospecting base in the energy industry. Expand these relationships by responding to customers' needs with creative solutions and innovative ideas.

Presentations - Present technical ideas and solutions to existing and prospective clients. As needed, provide Lunch & Learn presentations to engineering groups and project forums. Attend marketing events (e.g. industry conferences).

Analysis - Collect client's energy spending information. Analyze and evaluate the customer's facility energy use and economics. Provide proper pricing and equipment for best recommended energy solution. Negotiate and bring closure to each deal.

Meet Goals - Work effectively to meet industry and or regional sales goals. Progressively develop Horizon Power Systems career through review and by surpassing performance indicators.

Education/Experience – Bachelor’s Degree preferred but not required. Relative experience in sales and/or the energy industry desired. Must pass a background check and pre-employment drug test.

To apply complete an application and attach your cover letter & resume at:
<http://www.horizonpowersystems.com/about-horizon-power-systems/employment/>

Equal Opportunity Employer

Job Type: Full-time

Location of Job Openings:

- Dallas/Fort Worth, TX
- Houston, TX
- Louisiana