

Coolerado Corporation manufactures and markets innovative air conditioning systems for commercial, government, and military use. Based on our proprietary, patented, and proven technology our products use as little as 10% of the energy required by the most efficient conventional systems. Our products dramatically reduce customers' energy consumption, while creating a healthier environment by delivering 100% fresh air and flushing out stale air and pollutants. A single Coolerado unit can cool 3,000 sq/ft of building space, using as little as 1/3 the power of a standard hand-held hair dryer. Compared to many conventional systems, this can be a savings of up to 90% in energy costs, with a reduction in greenhouse gases from generating that power. To learn more about Coolerado, please visit our website at www.coolerado.com.

Coolerado is currently hiring for a **Sales Engineer**. The Sales Engineer will be responsible for achieving unit sales objectives. Currently, these objectives are to:

1. Identify, develop and on-board new dealers.
2. Develop, manage, and motivate existing dealers.
3. Educate consulting engineering companies, ESCOs, and the like.
4. Sell directly, or through a dealer, to end-users including large national accounts.

The Sales Engineer will develop in-depth product and application expertise and work closely with customers and dealer throughout the sales process. The Sales Engineer will build and maintain customer relationships and understand the business implications and risks of using Coolerado's products in commercial applications.

The qualified individual must be a self-motivated, innovative and achievement focused sales professional who thrives in an entrepreneurial environment. This person must be able to facilitate positive long-term relationships with dealers and secure repeat business relationships.

FUNDAMENTAL JOB DUTIES & RESPONSIBILITIES:

- Gain thorough technical understanding of Coolerado's products and competing technologies.
- Develop and implement aggressive sales plans to achieve 100% year over year aggressive sales growth.
- Collect data on planned projects and prepare detailed, accurate proposals utilizing Coolerado-specific sizing and ROI software, other tools, and application and customer specific requirements.
- Identify and manage the sales and implementation process of national accounts and strategic partners.
- Pursue equipment orders following projects from the planning stage through post-close.
- Build network of Dealers by identifying, recruiting, managing, training, and motivating them. Develop, evaluate and discuss possible solutions with end-users and dealers.
- Support lead activity and respond to dealer and customer inquiries as necessary.
- Coordinate orders, technical support, installation assistance, and warranty administration with customers and dealers as needed.
- Work with existing clients to grow volume, expand customer and industry bases, and drive new product sales.
- Educate and assist consulting engineers with the design of HVAC mechanical systems. Participate in local and national engineering society firms' activities (ASHRAE, ASPE, etc.) to help educate the professional community.
- Become proficient with Salesforce.com and use it exclusively to manage sales activity.

- Coordinate closely with Manufacturing and Marketing to improve overall product quality and develop new products.
- Attend trade shows as needed.
- Other duties and projects as assigned.

MINIMUM QUALIFICATIONS OF CANDIDATE:

EXPERIENCE:

- Minimum 3 years' experience successfully selling and/or applying HVAC equipment.
- Successful experience designing and integrating HVAC equipment in a variety of commercial facilities.
- Three years' mechanical systems design experience preferred.
- Possess the practical/technical knowledge required to apply and sell all products, and pursue additional job related knowledge.
- Demonstrated ability to influence the decision-making process at key levels.
- Proven track record of achieving or exceeding budgeted sales and profit objectives with the ability to negotiate and close.
- Ability to communicate with all levels of the organization with professionalism. Including technical writing skills and presentations to senior-level executives.
- Prior use and proficiency of Salesforce.com or similar CRM system.
- Proficiency with PC's; knowledge and experience with Microsoft Office Suite.
- Proficiency of other third-party engineering applications used for application engineering preferred.
- Solid understanding of basic heat and mass transfer concepts preferred.
- Bachelors' degree in an engineering science preferred.
- P.E. and LEED AP designations preferred.

CHARACTERISTICS:

- Ability to work collaboratively with a team and maintain effective working relationships to create a results-driven, trust-based, team oriented environment.
- Strong, self-directed initiative. Have high integrity, demonstrating proper and ethical judgment and decision-making skills.
- Drive to succeed and hard working.
- Ability to prioritize multiple projects simultaneously in an ever changing environment.
- Excellent problem solving skills.
- Comfortable with ambiguity and change.
- Accepts new assignments and assumes additional duties when necessary for the common good.
- Punctual with commitments to customers, phone calls, job problems, and credit issues.
- Comfortable working with professional engineers in mechanical contracting and engineering firms.

OTHER REQUIREMENTS:

- Must be able to climb ladders, work in hot environments, and carry up to 50 lbs.
- Must be willing to travel up to 50% or more with overnight travel required.

We offer medical, dental, 401(k) with company match and more. Candidates must be able to pass a pre-employment drug screen and background check.

If you meet the requirements outlined above and would like to work for a fast paced company, please submit your resume and cover letter along with your salary requirements to careers@coolerado.com. No phone calls, please.