

# Job Description

## Technical Sales Engineer



Ageto has an opening for the right sales professional to join our team of microgrid experts in Fort Collins, Colorado. This is an amazing opportunity to play a vital role in fulfilling our mission of accelerating the adoption of renewable energy. You will work as part of a growing team focused on delivering world-class microgrid control solutions, collaborating with colleagues and customers, developing microgrid projects, and providing exceptional sales, application, and customer support. This position requires travel throughout North America.

### Responsibilities:

- Lead efforts to field and nurture inquiries from inbound leads and secure sales for the Ageto ARC microgrid controller and other products and services
- Prepare professional quality sales materials, including presentations and sales proposals
- Respond to RFPs and RFQ and assist potential customers and Key Accounts with the same
- Identify and establish relationships with key customer decision-makers
- Work with the Sales team to meet sales forecasts and budget
- Support Key Accounts in developing solutions and creating proposals
- Collaborate with the engineering and product teams on market requirements and features
- Prepare customer reports on energy modeling and financial payback
- Travel for in-person meetings with customers and partners to develop key relationships
- Represent Ageto at industry conferences

### Skills and Qualifications:

- 3+ years of renewable energy (energy storage, PV solar) experience
- Strong understanding of and success in business-to-business sales
- Ability to convey complex ideas and issues in a clear, concise, and understandable manner
- Excellent verbal and written communication and presentation skills
- Excellent teamwork skills and professional diplomacy
- Familiarity with reciprocating engines is a plus
- Strong technology skills, including proficiency with GSuites or MS Office Suite
- Strong relationship development skills

### Personality Traits:

- Self-directed, organized, and self-motivated to accomplish goals
- Attention to detail, passion for excellence, and commitment to customer success
- Enthusiasm and eagerness to learn, teach, and improve
- Passion for renewable energy and electrification

### Requirements:

- Valid driver's license and passport
- Ability to travel internationally
- Ability to lift 30 lbs. safely
- Ability to stand for extended periods of time, including at trade shows and customer sites
- Ability to communicate verbally to small or large audiences

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#### Compensation:

- Starting salary range: commensurate with experience

#### Additional Information:

- All qualified applicants will receive consideration for employment without regard to their race, creed, color, ancestry, religion, sex, national origin, citizen status, age, sexual orientation, gender identity, disability, marital status, family medical leave status, or protected veterans status
- This position is offered to citizens or legal residents of the USA only

#### To Apply:

- Submit a resume and cover letter at <https://www.agetoenergy.com/careers.html>