

## Commercial Sales Representative-Energy Services

### Job Description

Commonwealth Electrical Technologies, Inc. (CET) is a full service electrical contractor and energy services company (ESCO) with offices in Worcester and Bridgewater, MA.

Our energy efficiency division is experienced auditing, designing, managing and executing commercial energy efficiency projects of all sizes. Our projects include lighting and mechanical solutions. We assist our companies with the utility company incentive programs to assist with project funding. We deliver solutions that maximize the return on investment for our clients.

The Sales Representative will be responsible for conducting energy audits, submitting paperwork to the utility company for incentives, and presenting the project to the client. CET will provide marketing and technical support; the Sales Representative also will be responsible for prospecting and networking to develop business opportunities.

### Duties and Responsibilities:

- On-site auditing of lighting and/or mechanical systems
- Develop reports and customer proposals
- File all project documents
- Network within industry
- Cultivate and build customer relationships
- Make cold calls and generate leads

### Skills/Qualifications:

- Experience conducting energy efficiency audits preferred
- Excellent written / verbal communication and documentation abilities.
- Excellent customer service skills
- Proficiency in Microsoft Excel, Word, and other office application tools.
- Bachelor's Degree in Engineering, Business Administration or related field
- Minimum 2 years' experience in outside sales
- Valid driver's license and reliable transportation