

**Job description**

The Sales Manager for Phoenix Energy Technologies plays a key role, managing the sale of enterprise level software as a service offering. This role combines individual contribution from sales along with coaching and mentoring needed to exceed sales goals for the companies National Account Executives. The ideal candidate will live for the thrill of a nimble software company that's at the tipping point.

**Roles & Responsibilities:**

- Manage and ensure revenue closures toward achieving/exceeding overall company and personal sales goals
- Deliver through the company sales engine process the margin requirements per transaction
- Prepare and manage the sales pipeline and forecast reports for business stakeholders on weekly basis
- Assist National Account Executives by leveraging corporate strengths and assets to help close business
- Define your team's professional growth needs and execute plans directly/indirectly

**Desired Skills and Experience**

- Strong track record of closing C-Suite enterprise level solutions through multiyear contracts
- Strong track record of selling value proposition based solutions / not commodity products
- Ability to support, enjoy and thrive on company culture (Culture built on transparency and support)

**Key Strategic Measures**

- Sales goal achievement
- Accuracy of sales pipeline and forecast reporting
- Achieved profitability per transaction
- Meeting employee development goals
- Internal and external client satisfaction

**Required Experience**

- Bachelor's degree or equivalent
- 5-7 years of experience managing enterprise software sales teams
- 5-10 years direct enterprise software selling experience; a top producer
- Significant expertise in customer / market-facing software sales closer, as both individual contributor and sales leader
- Ability to build deep trust with internal teammates and end customer executives
- Technical acumen to interface with technologists, understand complex concepts and translate in a way that businesses stakeholders can understand
- Cloud/SaaS/Enterprise level sales is a plus
- Experienced in using structured sales methodologies for selling to large accounts
- Professional maturity to lead the way and manage skillfully through long sales cycles
- Must be a hands-on sales executive

**Work Requirements**

- Position is fulltime and on-site at company headquarters in Irvine, CA
- Applicant must be eligible to work in the US for any employer without sponsorship

**Benefits**

- Competitive compensation

- Medical, dental, and vision insurance
- Flexible Personal Time Off (PTO) plan
- 401k plan

If you think you're a perfect fit please send your cover letter and resume to **[careers@phoeniext.com](mailto:careers@phoeniext.com)**