



## Sales Support Representative

Company: **ESS Inc.**

Location: **Tualatin, OR**

### Company Profile

ESS Inc. is a fast-growing, venture-backed, clean technology start-up, located in Portland, OR. ESS has developed and is now producing an advanced flow battery technology for commercial, industrial, and utility-scale applications. With a team that boasts decades of experience in distributed power generation and energy storage technologies, ESS has developed an extremely cost-effective energy storage system that combines a safe, abundant and non-toxic iron electrolyte with our patented flow cell design and system controls. This combination of high performance with low cost means that ESS's Iron Flow Battery systems are ideally suited for applications that range in size from commercial energy management to utility-scale renewables integration.

### Position Profile

ESS is seeking a dynamic Sales Support Representative with strong skills in qualifying potential customers, communicating value propositions and supporting the sales and marketing process in the clean energy space. The role will focus on working with potential customers to develop them into qualified sales leads, managing the tracking of opportunities in CRM, supporting the Sales team in closing business and assist marketing in developing campaigns and outreach efforts.

This position will report into the Sales organization in ESS, while interacting with engineering, finance and marketing departments. The Sales Support Representative will be a key member of the Sales team and is heavily involved in the qualification of inbound leads, proposal preparation and supporting the sales and marketing efforts of ESS. As an integral member of the customer engagement team, this inside sales support position will be based in Tualatin, OR with occasional, but, minimal travel required.

The ideal candidate will have a passion for customer success and clean energy, will thrive in a fast-paced entrepreneurial setting, be self-motivated and have an interest in disruptive, cutting edge technology. Someone who understands the culture, the rigor and the challenges of a start-up environment.

### Responsibilities

- Manage inbound sales leads, and engage with potential customers, to qualify for ESS sales follow up activity.
- Work with marketing team to generate highly qualified leads for the Iron Flow Battery.
- Support the development of sales collateral, documentation and customer communications, to include sales proposals.
- Manage sales documentation between customers and ESS from initial order, through Iron Flow Battery commissioning and with post-sale service activity.
- Educate customers on the attributes and specifications of the Iron Flow Battery.

- Keep CRM accurate and up to date, tracking metrics and generating periodic reports for management.
- Support management and Sales group in the development of presentations and reports.

### **Requirements**

- Bachelor's degree in Business, Marketing (desired), or >2 years experience in sales support role in clean energy hardware or energy efficiency sales.
- Experience in the clean energy space; ideally in renewables, energy efficiency or energy storage systems.
- Experience communicating product value propositions and qualifying customer needs.
- Advance level skills in Microsoft Excel, Powerpoint and Word programs,
- Demonstrated understanding of commercial energy concepts and economics for energy projects.
- Must be a "self-starter" and follow tasks through to completion with little guidance.
- Must be able to work in a Team environment to collectively solve problems.
- Must be able to multi-task several projects and prioritize workload to meet business specific deadlines.
- Comfortable in fast-paced, collaborative work environment.
- Strong communication and presentation skills, affable, and demonstrated maturity and professionalism.
- Exceptional spelling and grammar skills, reasoning ability and attention to detail.
- Able to work in a cross-functional and geographically dispersed team environment with flexibility to engage with customers around the globe.
- U.S. Citizenship or permanent residency required.