

**CP Energies Opportunity Notice**  
**Enterprise Account Manager – Communication Services**

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**Enterprise Account Manager – North America  
(Vertical Markets)**

**Location:**            **San Francisco – Bay Area**

**Position Summary:**

This position has direct responsibility for the sale of datacenter cooling products and services (liquid cooling to support high density mission-critical equipment) to large accounts, primarily in the banking/finance, insurance, call center and SME market segments. Qualified candidates will be highly experienced in new account business development and shall have a strong working knowledge of precision cooling systems, HVAC, communications network equipment, datacenter equipment and datacom facilities infrastructure.

**Position Responsibilities:**

- Implement product and solution strategies opportunistically within un-named accounts
- Identify key points of influence for each account including new technology evaluators, implementers, influencers and purchasers, particularly within the IT and Facilities groups
- Build strong, lasting relationships at appropriate levels of the client organization
- Define and develop strategic account plans for each account
- Uncover and close opportunities at high levels within the client organization by various means: such as research, cold calling, building new relationships, leveraging existing relationships, follow-up of qualified and unqualified leads
- Work with senior management to develop technical presentations, sales and marketing collateral
- Leverage corporate resources to generate significant interest in our solutions and to facilitate successful testing and field trial programs, with subsequent follow-on volume project orders
- Generate incremental revenue according to specific targets
- Act as trusted advisor and consultant to the client on large projects
- Develop project objectives based on customer requirements and internal guidelines
- Present project information and recommendations to management or clients
- Anticipate and identify new business needs; develop recommendations and solutions
- Identify new market and sales opportunities
- Identify competitive threats at the account level and gather appropriate intelligence
- Create and implement barriers to competitive threats
- Attendance of industry related trade shows, seminars and conferences
- Other duties as assigned by management

**Candidate Qualifications:**

- Bachelor of Science in Mechanical Engineering or equivalent degree
- 5-10 years technical outside sales experience, with at least 3 years experience calling on F1000 accounts

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- Understanding of Fortune 1000 company organizational structure and experience selling to those accounts at all levels
- Proven ability to build relationships and effectively sell to senior executives of F1000 companies
- Strong working knowledge of key accounts in banking/finance, insurance and call center industry segments, with high-level contacts desired
- Broad knowledge of industry and current trends related to high density server, storage and communications equipment installations (i.e. Blade Servers, Hubs, Routers, Storage, etc.)
- Is an individual contributor considered an expert (+5 years) with precision cooling/HVAC technologies and systems
- Has a relentless attitude and desire to win
- Applies advanced concepts clearly and concisely to communicate technology applications, features, benefits and value propositions
- Has a strong business acumen in planning and organization
- Exhibits excellent cold-calling, prospecting, presentation, communication and writing skills
- Works independently toward predetermined short and long-range targets
- Has demonstrable experience in project management
- Can demonstrate, through prior experience, an ability to be 100% accountable in a relatively unstructured work environment
- Start-up experience and/or new technology launch experience a plus

### Position Requirements:

- U.S. Citizen
- Fluent in English (fluency in Spanish a plus)
- Valid U.S. driver's license
- Willing to work long hours in order to achieve defined goals and objectives
- 50% travel, average

### Compensation:

- (+100K on target) Competitive base salary + bonus plan, excellent benefits + company stock ownership. Compensation will be commensurate with skills and experience.
- For confidential consideration, please submit your resume, compensation history and compensation requirements by e-mail to: [Charles@cpenergies.com](mailto:Charles@cpenergies.com) or call (518)378-9003. Broker companies protected through CP Energies, LLC.

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