



516 Route 513, Califon, NJ 07830 Office: 908-832-2173 Fax: 908-832-2121 www.weisscopower.com

Weissco Power, a leading third party provider of Uninterruptible Power supplies and service is looking for a confident, organized Sales/Business Development professional who is outgoing, enthusiastic and who can establish and build rapport with a wide variety of people to create new business opportunities. Candidate must be motivated and have the ability to develop business through a variety of business sources including cold calling, database prospecting, networking and relationships with area engineers, contractors and enterprise end users. Must be able to work independently and in a team environment and be held accountable for performance.

Ideal candidate would have an electrical background and knowledge of critical support equipment, batteries and data center knowledge, but will train someone with the right business development skills.

Minimum Skills required include:

- Excellent communication and presentation skills, including strong telephone and client communications
- Must have proficient computer skills and be able to work with various software programs (Outlook, Microsoft office, Quotewerks, Salesforce)
- Must demonstrate superior ability to multi-task and meet deadlines
- Must be results-oriented professional with self-confidence, well disciplined, perseverance, and a sense of urgency.
- Must be able to develop qualified leads as well as continue existing client relationships

Compensation:

Compensation will be based on experience and can include, 1099 and full commission, hourly + commission or draw with commission.

Please contact Eric Weiss at eweiss@weisscopower.com for more information.