



Job Title: Account Executive
Position Type: Full Time, Permanent

At Portable Electric, we believe in a future without fossil-fueled generators. We believe the future is electric.

We are a Vancouver-based cleantech equipment manufacturer, connecting teams to clean power all over the globe. PE designs, builds, rents and sells **Voltstack® Power Stations** – industrial grade, robust, clean energy alternatives to traditional gas and diesel generators that provide instant power whenever and wherever it's needed. PE is actively providing clean energy to the film, events, and construction industries in Western Canada, while rapidly integrating into new markets throughout North America and around the world.

The Challenge Ahead:

Our team at PE is now searching for a new **Account Executive** who will join a talented team of passionate industry builders and pioneers, forging new relationships and bringing clean portable power to the world. We are looking for an experienced, high energy, and goal-oriented Account Executive to identify, develop and close business across our target industry verticals. You will feel a personal investment and dedication to growing purpose-driven organizations and have a track record successfully growing revenue and reach through innovative and data-driven techniques.

Why you're a great fit for Portable Electric's Sales Team:

You're **energized by customer-facing roles** and are driven by opening up new doors to engage with potential and existing customers - both locally and around the globe. You're not happy if your customer is not happy and actively singing your praises.

You're **hungry to close deals**, and motivated by performance-driven initiatives. You're passionate about building companies by driving sales growth for the organization. You lose sleep if you feel that things are getting dropped and demand a high-level of commitment from yourself and your team members.

You have a **high degree of social savvy and presence** - your feathers don't get ruffled speaking with key decision makers and sharing the value of technology or hardware solutions in comparison to those of key competitors.

You're **process-oriented and thorough** in documenting and tracking leads from identification, through qualification and needs analysis, to closing. You have great time management skills and are able to set your own priorities, while balancing multiple activities.

Your impact as an Account Executive:

- Identify, develop, qualify and close new business across key target industry sectors, exceeding identified sales and commission targets on an ongoing basis.
- Contribute to the development, execution and monitoring of thorough sales plans and campaigns.

- Identify, meet with, and gain the trust of key decision makers to understand their needs, propose Portable Electric's solutions in conjunction with the Sales Engineering team, and ultimately negotiate deals through to a profitable outcome.
- Remain actively engaged in understanding the competitive landscape and customer needs to effectively position Portable Electric's solutions, and suggest potential new opportunities to improve our product.
- Meticulously track all leads, prospects, contacts, accounts and opportunity details in Hubspot.
- Put together attractive, effective sales proposals and tender documents.

Required Qualifications:

- Minimum 3 years of professional experience growing hardware or technology companies with a bonus on growing clean-tech startups.
- Experience working in the EV charging industry is an asset
- Strong understanding of the present business value, ROI, and performance measures of the channel partner
- Experience creating customer use cases and understanding how it impacts their business ROI
- A track record of developing and closing new businesses, and building strong relationships with existing customers.
- Technical aptitude and experience speaking and presenting to technical stakeholders, while understanding when to bring in Sales Engineering resources as necessary.
- Strong comfort preparing documents and presenting to potential investors and financial stakeholders.
- Demonstrated ability to work creatively amidst competing priorities to deliver high-impact marketing programs on-time and within budget to support overall marketing strategy and business objectives.
- Disciplined, self-aware, self-starter with ability to lead in an unstructured environment. Handles ambiguity well and guides others positively and effectively in a fast-paced environment.
- Proven ability in managing complex sales cycles from start to finish.
- Impeccable written and communication skills
- Strong customer and escalation management skills.

Location:

- This is a role working out of our Vancouver, BC office; however, we will consider candidates from abroad who are willing to relocate to Vancouver at their own expense.
- This role requires Account Executives to be willing to travel to the US (Canadian citizenship or PR is required)
- Portable Electric is following strict COVID-19 Safety protocols under the guidance of the BC CDC, the BC Ministry of Health and WorkSafeBC to ensure the safety and well-being of our team and visitors.

Why Choose Portable Electric:

Portable Electric embraces diversity. We are committed to building a team of women, BIPOC, LGBTQ+ and people with disabilities, that represents a variety of backgrounds, perspectives and skills, where team members feel like they belong and our policies and guidelines embrace all cultures and beliefs. The more inclusive we are, the more successful we will be.

Start your Journey with Portable Electric:

Let's make the world more sustainable together! Apply now by sending us your resume to careers@portable-electric.com. We want to hear from you!

We thank all applicants, but only those selected for further consideration will be contacted. Be sure to check our careers page to stay informed about all job opportunities at Portable Electric!