

**Job Title:** Sales Development Representative

**Job Type:** Part Time / Full Time

**Location:** New York, Boston, MA, Tampa, FL (Virtual as Needed)

**Apply:** Send resume to [jobs@coienergyservices.com](mailto:jobs@coienergyservices.com)

### **The Role:**

Want to work at a fun, fast-growing start-up that is tackling one of the biggest challenges of our lifetime?

COI Energy is looking for dedicated Sales Development Representatives to help with our sales efforts as we take the company to the next level of growth and help combat climate change.

If you thrive on the phone, love constantly learning & solving problems, and if you want to work for a mission-driven company, then keep reading below – this might be the role for you!

### **What You'll Be Doing:**

- Hit or exceed sales quota
- Make a high volume of daily calls and emails to sign up new customers
- Present COI solutions with genuine enthusiasm
- Identify & create new leads through prospecting, list building & cold calling
- Own & manage an accurate sales pipeline
- Actively participate in company sales training opportunities
- Bring new ideas to improve the sales process

### **Who You Are:**

- Self-motivated & determined professional driven to succeed
- Track record of high performance (exceeding goals/quota)
- Strong phone presence with ability to build rapport & problem solve in real-time
- Experience in a fast paced, startup environment with tight deadlines
- Enthusiastic, optimistic & unfazed by rejection
- Professional communication skills – both on the phone and over email
- Resourceful – never gives up in finding a way through obstacles to success

### **What We Provide:**

- Fun learning environment with incredible growth opportunities
- Access to Executive Leadership Team
- Attractive benefits package with an array of healthcare benefits
- Participation in Employee Stock Option Plan
- Opportunity to be a part of one of the fastest growing cleantech companies!



**About COI Energy:**

At COI Energy, we care about making a positive impact on the world. Our mission is to make the world more energy efficient by improving building energy performance and grid optimization.

Through our proprietary, disruptive technology platform, COI Energy significantly lowers businesses' energy costs, optimizes the electrical grid, and combats climate change by reducing carbon emissions.

Named as a "Startup to watch in 2021" by Google for Startups, finalist of the "Rise of the Rest", 76W 2020 prize winner and MassChallenge competitions, come join us – we're just getting started!

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