

**Job Title:** Director of Business Development

**Job Type:** Full-Time

**Location:** Binghamton, NY; New York, NY and Tampa, FL

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

### **The Role:**

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

COI Energy is looking for a dedicated Director of Business Development to educate and convert prospective customers in New York. You will serve as the face of COI Energy for our customers as we take the company to the next level of growth and help combat climate change.

If you thrive at building relationships, serving as a trusted advisor, 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:**

- Win new accounts for COI Demand Management services
- Drive new revenue by prospecting and building pipeline of NYC accounts, while building strong relationships with these customers
- Meet or exceed your sales quota on a consistent basis
- Develop and circulate best practices that can be used for the entire Sales Team
- Create reliable forecasts that can be shared with Leadership Team for accurate revenue projections
- Listen to the needs of prospects and share feedback with product & marketing teams
- Achieve sales metrics and manage in Salesforce

### **Who You Are:**

- Self-motivated & determined professional driven to succeed
- Min of 3 years succeeding in outside technology sales role that requires prospecting
- Track record of high performance
- Enthusiastic, optimistic & positive in all customer interactions
- Demonstrated ability to find, manage & close qualified accounts
- Professional communication skills – in-person, on the phone & over email
- Coachable - accepts feedback and implements advice
- Excellent organization & time management skills
- Bachelor's Degree preferred but not required

### **What We Provide:**

- Fun learning environment with incredible growth opportunities
- Competitive salary & uncapped commission
- Participation in Employee Stock Option Plan
- Best in class benefits package
- Share in company success with Employee Stock Option Plan
- Opportunity to be a part of one of the fastest growing cleantech companies!

19 Morris Ave. | Brooklyn, NY 11205  
120 Hawley Street | Binghamton, NY 13901  
[www.coienergyservices.com](http://www.coienergyservices.com)



**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" and MassChallenge competitions, winner of the New York 76W Cleantech competition, recipient of Google's Black Founders Fund II, New York's Climatetech Women Led Startup Finalist. Come join us – we're just getting started!