



## Job Description - Vice President Sales

**Title:** Vice President Sales

**Reports to:** CEO

**Location:** The Company HQ is in Emeryville, CA, but principal work location can be discussed

### Position Summary

As part of the Company's management team, the Vice President Sales will work to develop and commercialize the company's "ECO2G" geothermal well retrofit technologies. The Vice President Sales is responsible for building a steady stream of profitable retrofit construction contracts.

### Responsibilities

- **Develop a comprehensive global sales strategy**
  - Use the Company's existing contacts, market data, personal contacts and other resources to prioritize regions and potential customers
  - Maintain and share an understanding of industry trends and technical developments that affect target markets
  - Collaborate with the Company's Chief Technology Officer, Vice President Engineering, modeling specialists and suppliers to understand the capabilities of the Company's various retrofit technologies and the best application of each to various underperforming well types
  - Provide feedback to internal teams regarding competition, pricing, and marketing opportunities
- **Implement and build a successful sales campaign**
  - Manage major accounts; establish long-term, ongoing relationships with multiple people in key prospects and customers
  - Actively and consistently seek new customers consistent with sales strategy
  - Schedule sales trips as needed to meet company revenue goals
  - Prepare and conduct onsite presentations for potential customers
  - Collect information and assess in advance of meetings and presentations
  - Research customers' needs to resolve problems
  - Build and maintain a sales database to track prospects through the sales cycle and accurately predict revenue
  - Maintain complete sales records of interactions with customers and prospects
  - Create and refine sales materials

- Attends industry and distributor trade shows
- **Train and develop Sales associates**
  - Hiring and onboarding
  - Professional development
- **Regularly Present Sales Reports to Senior Management**
  - Provide monthly updates of updated sales forecast
  - Provide special updates to Management as is appropriate or requested
- **Effectively manage sales budget**
  - Provide accurate forecast of costs associated with agreed sales campaigns
  - Prompt submission of expense reports according to policy

### **Education and Experience**

- Degree in engineering, geology or other technical disciplines related to geothermal power industry technologies
- 10 years of experience in the geothermal industry. preferably with some work experience in the oil and gas industry
- Knowledge of target market industries and established relationships with major potential customers

### **Abilities**

- Well-developed sales and customer relations skills
- Ability to make decisions and perform evaluations to determine customer needs
- Ability to travel up to 40% of the time worldwide
- Excellent oral and written communication skills in both technical and business terms
- Working knowledge of Microsoft Office software (Word, Excel, PowerPoint, etc.) and prior use of a CRM tool to manage customer engagements and run sales reports

### **CONTACT**

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