



World Energy Labs

One Sutter Street
Suite 707
San Francisco, CA 94104
USA

Tel: 415.391.3242

Fax: 415.391.3243

www.worldenergylabs.com

Job Description: Sales Account Manager

World Energy Labs (WEL), the worlds leading Electro-Chemical diagnostic instrumentation company, based in San Francisco (www.worldenergylabs.com), seeks individuals with sales experience in the Power Utility, Telecommunication, and Traction (forklift) spaces for Sales Account Manager (SAM) positions for our North American customers. Specific Industry sales experience (Utility/Telecommunication/Traction) a must. Battery tester, load bank, UPS, related sales experience a major plus. These are full-time positions based in the San Francisco Bay Area.

Position Summary: The Sales Account Manager's primary responsibility is to create and to develop on-going business relationships with our business client's senior managers, technical supervisors, engineers and technicians to reduce their cost and risk of owning and maintaining mission critical back up power systems – with our unique, patented Electro-Chemical Battery Analyzers and associated services. The Sales Account Manager works closely with our Technical Sales Support, and Outside Channel Sales.

Compensation Package: The Compensation Package includes base salary (based on experience), commissions (no cap), stock options (pre-IPO), medical and dental insurance.

Functional Description:

The Sales Account Manager responsibilities include the following functions.

- 1) Responsible for the creation, implementation and execution of Action Sales Plan.
- 2) Generate and maintain a credible forecast for accounts and territories and provide this information on a regular basis to Senior Management.
- 3) Serve as the primary customer contact for technical and business issues for those accounts and territories assigned. Work with Sales Support Engineers on all technical issues.
- 4) Be able to personally conduct a basic product demonstration (hardware and software).

Additional Requirements:

- Education: College bachelor degree. Bachelor of Science degree is desired.
- Experience: At least 5 years industry (Telecommunication/Utility/Traction) sales experience in test and measurement or related sales a must. Battery Testers, Load Bank, UPS, or charger/inverter sales experience a major plus.
- Travel: Domestic travel may be required 25% to 50% of the time.