

LearnEnergy Agent for Technology Matchmaking

LearnEnergy is a matchmaking service. We introduce new technologies to their optimal customers. We are looking for agents that seek out potential customer opportunities for emerging technologies. We develop a keen understanding of the technology in order to be able to effectively explain how an organization can benefit and then introduce them to the key personnel of our clients. The preferred candidate will be capable to serve end use customers by identifying their needs; potential engineering adaptations of products, equipment, and services of our technology-based clients.

Work Environment

LearnEnergy's offices are located in the Edmonton Research Park. We are looking for agents that can set their own hours and work from their home or office. Compensation is based on successful introductions that result in sales for our technology clients. We offer excellent commission-based compensation with target based-bonuses. Attendance at regularly scheduled bi-weekly meetings is mandatory. Attendance can be in person or by teleconference if distance is an issue.

Roles Accountability and Responsibilities

- Identify current and future customer service requirements by establishing personal rapport with potential customers and other persons in a position to understand service requirements. Provides product, service, or equipment technical and engineering information by answering questions and requests.
- Establish new accounts and services accounts by identifying potential customers; planning and organizing sales call schedule.
- Provide client provided cost-benefit ratios of equipment, supplies, or service applications in customer's environment.
- Gain potential customer acceptance by explaining or demonstrating cost reductions and operational improvements.
- Prepare potential customer introduction reports by collecting, analyzing, and summarizing potential customer contact information and engineering and application trends.
- Utilize, update and add to LearnEnergy's CRM to support the effective management of customer relations.
- Maintain professional and technical knowledge by establishing personal networks; participating in professional societies.
- Contribute to corporate matchmaking effectiveness by identifying short-term and long-range issues that must be addressed; providing information and commentary pertinent to deliberations; recommending options and courses of action; implementing directives.
- Contribute to team effort by accomplishing related results as needed.

Skill & Knowledge Required

Education / Experience / Technical Skill

- Experience in Engineering or Technical Services field.
- Experience in sales or customer contact environment.
- Engineering/ Technical or Business degree with passion and drive to increase the commercialization of our technology client's product and service targets.
- High acumen and social skills to relate with technical and business leaders on client side.
- Excellent verbal /communication skills with good Problem Solving, Product Knowledge, and Identifying Customer Needs.
- Keen interest in technology advancements and finding the optimal application of the technology in the ever-changing global community.
- Experience in the Energy sector will be considered an asset.
- Interested Candidates should send **resume and references** with **Candidate Name** and **Job title** as heading to: kking@learnenergy.net