



JOB DESCRIPTION AND REQUIREMENTS

FOR

REGIONAL SALES ACCOUNT MANAGER

Do you know the concrete industry?

Are you great with developing and maintaining successful and positive customer relationships?

Would you like to be a key part of a leader in the global move to sustainable concrete?

Are you ready to learn about advanced software solutions and the automation of environmental product declarations?

If you answered yes to all above, we'd love to talk to you!

Objectives of this role:

You will be a key member of a growing team and filling a key strategic position reporting to the North American Sales Manager. You will be working directly with customers in a sales and account management role. In this position, you will be responsible for creating long-term, trusted relationships with our existing customers and for developing new business with prospective customers.

You will liaise internally with cross-functional internal teams (including Customer Service and Product Development departments) to ensure successful, positive customer experience.

This is a remote work position that will require occasional travel.

Responsibilities:

- Be the main point of contact and have responsibility for sales to new and existing customers.
- Develop trusted advisor relationships with accounts, to support their use of our products and their efforts in selling into the low carbon market.
- Act as the main point of contact in all matters relating to customer concerns and needs. In this role, you will respond to any issues directly and work closely with our technical team to resolve software problems or respond to in depth questions about life cycle assessment and EPDs.
- You will be an expert on the use of all Climate Earth products for ready mix, block, and cement, and be highly capable of demonstrating each product.
- Maintain current knowledge of regional, state and national legislation that impacts the low carbon market and the demand for environmental product declarations.
- You will work with the CEO and Marketing Manager to develop go to market plans and materials.
- You will participate in regional, state, and national professional and trade associations and organizations.

- You will regularly meet with members of the Climate Earth team to discuss and propose ways to improve our products, services, and processes.
- You will produce and communicate monthly sales and customer satisfaction reports for senior management.

Requirements:

- Demonstrated deep knowledge of the ready mix industry. Minimum five years of work experience with concrete and knowledge of concrete, including mix designs, strengths, and placing techniques. A QC background is very desirable.
- Excellent communication skills with a customer service orientation and good listening skills.
- Proven ability to develop strong relationships with customers and connect with key business executives and stakeholders.
- Team player who possesses strong interpersonal, written, and oral communication skills.
- Creative problem-solver with ability to multi-task, manage multiple projects and meet deadlines in a fast-paced environment.
- Bachelor of Science or Engineering degree.
- Self-starter with a sense of humor and positive, can-do professional demeanor who requires little hand holding.
- Ability to travel 10-15% to facilitate new customer acquisition and customer success as required.

Salary and Benefits:

Our benefit package includes healthcare and a company matched 401K retirement program. Salary range is \$75,000 to \$90,000 depending on your background and experience.

About Climate Earth:

With over 60,000 ready mix and block EPDs generated by ~1,000 plants around the world, Climate Earth is the leading provider of cloud-based EPD solutions for the concrete industry. We create business friendly applications that help our customers grow and thrive in the low carbon construction market. Our application focus is on measuring and managing embodied carbon, speeding low carbon mix design innovation and helping producers market their low carbon concrete solutions. Our products include: EPD Essential and EPD Advantage Ready Mix EPD Generators, the CMU EPD Generator, and the Cement EPD Generator. Our Project Builder and Concrete Designer platforms round out our product suite by providing advanced marketing and EPD data analytics.

To apply:

Submit your resume and cover letter to recruiting@climateearth.com. Applications will be reviewed on a rolling basis until the position is filled.

Note that we do not accept phone calls, drop-ins, or hard copies. climateearth.com/company/careers