**About the job**

Join our Team - Your career journey starts here – not just a job, but a future.

**Our Potential Opportunity**

We are seeking a US National - Sales Manager to join our Sales teamin Houston Texas. This role is pivotal in driving revenue growth, building client relationships, and expanding our market presence in the renewables, utilities, and energy transition sectors. As a Sales manager you will be responsible for managing key accounts, identifying business opportunities, and building deep client relationships to position as a partner of choice in the energy transition landscape. Are commitment to innovative sales strategies ensures you will support strategic sales initiatives and enhance our footprint in key markets.

Our Houston office is our center of excellence in renewables and energy transition projects, leading the way to a cleaner and greener future for the energy industry. Our Sales services reflect our dedication to understanding client needs, delivering tailored solutions, and consistently achieving results.

**What You’ll Lead and Deliver**

* Lead sales activities in key accounts, reporting to the Business Development team.
* Build, maintain, and develop strategic relationships with EPCs, OEMs, and End Users, targeting decision-makers across engineering, procurement, operations, and business development.
* Schedule and attend customer meetings to drive engagement and growth opportunities.
* Present our solutions to technical teams and senior leadership at client organizations.
* Act as a trusted advisor by developing long-term customer relationships.
* Track and report sales funnel, pipeline status, bookings, and client contact development.
* Manage CRM records, ensuring accurate lead and opportunity tracking.
* Participate in marketing campaigns and activities targeted at assigned territories.
* Promote brand awareness and conduct market and competitor analysis.
* US citizen based in Houston or surrounding areas (hybrid work model)

**Requirements:**

* 8–10 years of relevant technical sales experience in electrical, automation, or digital solutions
* Prior experience with system integrators or selling complete engineered solutions, not just products
* Industry network in Texas/Louisiana (EPCs, OEMs, End Users)
* Strong background in selling solutions like MCCs, Switchgears, Ehouses, automation platforms, etc.
* CRM and pipeline management proficiency
* Educational background in Electrical, Electronics, Software, or Mechatronics Engineering