ICAST Job Opportunity
Position Title: Sales Manager – Multifamily Rehab

Location: Denver, CO
Job type: Full time
Travel: Up to 50%, in and out of state

Company Description:
ICAST (International Center for Appropriate & Sustainable Technology) is a non-profit organization working to address climate change and affordable housing issues by installing clean energy solutions in multifamily housing. Our projects foster economic viability, environmental stewardship, and social responsibility in under-served communities in Colorado, New Mexico, Utah, and Texas. Our vision is to scale nationally.

Position Overview:
The Sales Manager is responsible for providing oversight and direction for up to 6 sales people for renovation of multi-family properties. The base office is located in Colorado and out of state personnel are in New Mexico, Texas, Utah, and Chicago. The goal is to motivate and bring out the best in each sales rep and help them achieve their sales quotas. The Sales Manager is the interface between the sales people, the operations rehab team and management.

Primary Duties & Responsibilities:

- Manage sales personnel
- Formulate plans with set quotas, create incentives, and provide guidance
- Manage sales from prospecting, lead generation, and contract signings
- Build and maintain relationships with customers and referral sources to generate leads
- Develop estimates and scope of work for customers
- Survey market to determine needs and shortfalls
- Build plans to help ICAST address market needs
- Survey customers for satisfaction levels and look for areas where ICAST can improve
- Oversee development of marketing materials (brochures, articles, presentations, etc.)

Qualifications:

- Experience managing outside multi-state sales personnel required
- Direct Sales Experience with demonstrated successful track record
- Prior experience with multi-family housing
- Previous experience in construction/building systems
- Practical work experience in the energy efficiency industry or utility/city rebates is a plus
- Bachelor's Degree recommended but not required. Experience is required.

Required Skills

- Strong person to person communication and collaboration skills
- Ability to motivate and bring out the best in others
- Strong consultative sales negotiation and closing skills
- Highly motivated with strong work ethic
- Oriented towards long-term goal achievement
- Self-disciplined
- Represent ICAST with a positive, professional image
- Positive attitude
- Proficiency in Microsoft Office applications
- Leadership skills
- Ability to identify issues and propose solutions
- Organization and multi-tasking abilities
- Flexible

To Apply: Please email your resume and cover letter with salary requirements to positions@icastusa.org with the position you are applying for in the subject line, and we will reach out to you.