



Senior Sales Manager - Job Posting

Location: Remote (open to applicants in Colorado and all U.S. locations)

Type: Full-Time

Join Our Team:

B3 is a dynamic, fast moving and growing data, software and data analytics company delivering the very best information to clients across a broad set of industries interested in how to best manage their assets, costs and work processes for a more sustainable and efficient business ecosystem.

The successful candidate will have broad experience in the software and data industry. Experience within Energy, ESG and Sustainability sectors is a plus. Driving new sales as well as maintaining the current customer revenue base is a core part of the role.

Leadership ability is an important aspect of this role including identifying new sales strategies, opportunities, and overall management of the sales effort at B3.

This sales leadership position is based in Denver, Colorado, though other locations close to the energy business will be considered.

Qualifications:

- The ideal candidate will have a proven track record in sales, business development and management
- 5+ years of experience
- Broad based experience with another software or data vendor at a senior level with exposure to managing complex relationships and/or processes
- Managing sales process with \$1mm+ new revenue targets
- Must be able to manage senior level meetings and navigate to senior level contacts at prospects

Responsibilities:

- Driving and executing new business revenue by meeting and/or exceeding sales targets on a consistent basis



- Development and execution of a sales strategy with an emphasis on prospecting and closing new clients
- Relationship maintenance and development with key prospects and clients
- Strategic work and thinking to identify new initiatives and partnership opportunities
- Effective at building and maintaining a solid pipeline, developing proposals, structuring agreements and managing relationship
- Connects with prospects based on knowledge of their business needs
- Prepares a persuasive presentation/proposal

To Apply:

Email us at careers@b3insight.com with your resume and a short note about why you're excited about the role.