



## CAREER OPPORTUNITY - SUMMER

### **BILINGUAL SUMMER SALES – ENERGY EFFICIENCY/DEMAND-SIDE MANAGEMENT**

**Duration: May 1<sup>st</sup> – September 1<sup>st</sup>, 2017**

**Location: Montreal area based**

Interested in joining a growing and dynamic North American energy (power) services company?

Rodan Energy Solutions Inc. is a leading clean technology company that integrates green energy and smart grid solutions for power producers, consumers and distributors.

Rodan is looking for a **bilingual** sales candidate who is ready for a challenging and rewarding summer opportunity. Reporting to the SVP Sales & Marketing, this four month, bilingual sales role, offers the flexibility of a home-based office. The necessary training and resources required to help you be successful in this role will be provided. Travel could be within the Province of Quebec but is expected to be concentrated within the Greater Montreal Area and Quebec City.

In this role, you will develop new business opportunities by introducing our Demand-side management (DSM) solution in the industrial, commercial and institutional sectors. DSM programs compensate large energy consumers for responding to a high demand of electricity.

We are not a door to door energy retailer. We are working with the Province and Hydro Quebec to help sustain electrical grid reliability. Hydro Quebec's DSM program details can be found at <http://www.hydroquebec.com/business/energy-efficiency/demand-side-management/>.

#### **Responsibilities:**

- Identify and develop new business opportunities.
- Cold calling and scheduling visits with new customers.
- Provide customer support by responding to customer inquiries and requests.

#### **Qualifications and Skills:**

- Fluent written and verbal communication skills in both English and French is required
- Prior sales experience with a strong technical and industrial orientation
- Ideal for a 2<sup>nd</sup> or 3<sup>rd</sup> year electrical engineering, electrical engineering technician/technologist or business student
- Knowledge of power systems or conservation and demand management is an asset
- Excellent presentation skills
- Entrepreneurial, self-starting attitude
- Ability to work independently
- Your own vehicle and a valid driver's license; driver's abstract will be performed

**When applying, please submit your cover letter, resume and transcript in English, all under one attachment.**

We thank all applicants for their interest, however, only those selected for an interview will be contacted.