

Account Manager

Outside Sales Opportunity (1099 Contractor)

Utility Management Services, Inc. (UMS) is a premier utility bill auditing firm that uncovers savings opportunities for commercial, industrial and government customers of all sizes. We are a growing company, seeking Account Managers to drive sales growth. This role is 100% commission-based with no cap and significant earning potential, and is ideal for self-starters seeking a flexible, remote work arrangement. We are currently seeking candidates in Virginia, South Carolina, Georgia, and Alabama.

Primary Responsibilities

As an Account Manager, you will prospect and cold-call sales leads in your territory, travel to prospective customer sites to deliver sales pitches, and collaborate with the corporate office and Outside Sales Manager to close deals. You will receive extensive training, marketing materials, and support prospecting leads.

We are seeking someone with:

- B2B sales experience and a record of success
- Excellent presentation and strong communication skills
- Ability and willingness to travel to prospective customer sites
- Self-starter attitude, excited to be part of a growing company
- Valid driver's license and vehicle with proof of insurance
- Bachelor's degree

Experience in the energy and / or utility field is preferred, but not required.

Reasons to work for UMS:

- Flexible, remote / work-from-home arrangement
- Satisfaction of selling a great service
- Very high earning potential
- Excellent support from corporate office staff

Please visit our website to learn more: www.utilmanagement.com.

Submit a cover letter and resume to be considered.

Contact:

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