



16 Court Street • New York, NY 11241 • 1-888-MAGRANN • www.magrann.com

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## TECHNICAL SALES REPRESENTATIVE

MaGrann Associates is an innovative leader in energy efficiency engineering and green building consulting. We are headquartered in Mount Laurel, NJ with offices in Philadelphia, PA, New York, NY, Washington, DC and Columbus, Ohio, and with operations throughout the Mid-Atlantic region.

Our Business Development Team is responsible for growing the MaGrann Associates business by establishing and developing relationships with clients throughout our service area. The ideal candidate should have 3-5 years experience in the real estate and/or energy efficiency industry. A proven record of strong sales is a plus, but technical experience with exceptional communication skills is equally valued. Candidates with a background in real estate development, property management, and building science are encouraged to apply.

We are looking for a motivated, hardworking individual who will be comfortable working independently and communicating directly with both client and company personnel. This position will be based around the Washington DC area, with the successful candidate working remotely and traveling regularly. This is a full-time position. Pay will be commensurate with skills, credentials and experience in addition to commission and bonus plan.

### Principal Duties:

- Promote and sell MaGrann Associates services to builders, developers, architects, and building owners
- Establish and maintain client relationships
- Coordinate with operations and the client with respect to project management
- Self- manage business development activities
- Work in tandem with the rest of MaGrann's Business Development Team to achieve goals and objectives

### Supplemental Information:



MaGrann Associates  
**Building Science for a Better Environment**

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- Base plus commission and bonus plan
- Annual performance and merit review
- Typical hours 9:00am – 5:00pm, with flexibility to accommodate client or event schedules, including occasional evening meetings, as needed
- Based in the **DC Metro Area** with travel to client locations
- Must have a valid driver's license
- Must be comfortable working with Microsoft Word, Excel and Outlook