



Sales Representative

Background

Water is the most critical natural resource on earth. Like any natural resource, its sourcing, use, and disposal must be carefully managed. Historically this has been very difficult with water (vs. say, energy) since there are no ready water substitutes, and (outside of discrete small locales) no transparent market-based data or trading mechanisms through which economic exchange can govern supply and demand.

Who We Are

B3 seeks to advance stewardship of essential natural resources by building data and analytics tools for water-related decisions. We deliver data intelligence focused on water management through an intuitive web-based analysis platform to a diverse set of industries. B3 is a dynamic, full-stack data company, from our proprietary data collection platform to our extensive data management processes and our built-from-the-ground-up platform.

Our Core Values

We select and evaluate our team members based on aptitude for:

1. Getting the right stuff done (GRSD)
2. Finding a way (analytical and hungry to learn)
3. Taking ownership (accountability)
4. Being professional and humble.

The Role

The Sales Representative is responsible for overseeing the sale of B3's product and services for prospects in a defined territory or geographic region. This person will serve as the primary point of contact for the accounts serviced to ensure that B3's products are positioned effectively, that customer needs are understood and that they are guided through an efficient purchasing and onboarding process.

This person will also be responsible for identifying upsell and cross sell opportunities within the customer base, and for subscription renewals of existing products. This person will liaise, coordinate, and communicate between Product Managers, Product Developers and other Sales team members as required.

Responsibilities

- Generate new business opportunities for B3's products and services. This includes identifying new prospects, understanding their needs and how B3 fits, along with positioning the value that B3's products and services bring in helping the prospects achieve their goals.
- Prepare and execute strategic plans for target accounts and communicate/update with B3 management at regular intervals.
- Produce and maintain an accurate forecast of new business opportunities and upcoming renewals
- Provide feedback from prospects and customers to the product development team to steer platform enhancements, additions and revisions that help evolve B3's customer offerings.
- Demonstrated ability to function in a team setting, along with the ability to work independently and/or remotely effectively and efficiently.

Qualifications/Skills

- Four-year degree required, preferably in a technical/scientific field
- Minimum 3 years Sales or Account Management experience, preferably for software and data products used within the finance/investment or energy industry. Knowledge of energy operations, natural resource characterization/management, and/or sustainability reporting is strongly desired.
- Strong communication and interpersonal skills. This person must be able to represent B3 well in any customer or public setting and demonstrate advocacy in their work practices
- Strong organizational skills.
- Thrives in a fast-paced, dynamic, and results-oriented work environment.
- Understands the importance of prioritization, meeting deadlines, and managing expectations.

Location

This role will be based in Denver, CO, but long-term remote options will be considered for highly qualified candidates.

Interested candidates should send a resume and/or cover letter to careers@b3insight.com with the SUBJECT heading: Sales Representative.