

**Position:** *National Sales Manager*  
Reports to: Executive Director  
Location: 808 SW 3<sup>rd</sup> Ave, Suite 800, Portland, OR  
Classification: Full-time, exempt  
Job Close Date: Open until filled



## About Earth Advantage

Our mission is to accelerate the creation of better buildings. We use an innovation model that transforms our real-world experience into products and services that advance building performance. Earth Advantage certifies, researches, educates, and incubates to help realize a building industry that harmonizes with the natural environment. Visit [earthadvantage.org](http://earthadvantage.org) for more information.

## Position Overview

Earth Advantage is looking for a strategic, energetic, intuitive and entrepreneurial National Sales Manager to ensure the successful growth of Earth Advantage's (EA) programs and services (primarily focused on EA's commercial green certification and education programs). This experienced business development professional will identify and nurture national business relationships in the design, construction, and real estate sectors. The ideal candidate will be able to monitor trends in the industry, identify potential new markets, and sell the organization's products and services. This is an exciting opportunity for an experienced and entrepreneurial sales leader to roll up his or her sleeves and play a key role for an innovative nonprofit organization.

## Role Description

- Develop sales plans for winning new business within target segments
- Identify and engage clients and partners locally, regionally, and nationally
- Proactively pursue new leads to meet established sales goals
- Develop an understanding of all EA products and program elements,
- Facilitate coordination of new clients into the work flow of ongoing EA services
- Work with marketing department and program staff to develop marketing strategies and collateral
- Represent Earth Advantage at speaking engagements and industry events
- Contribute to the strategic planning and long-term goals of EA
- Provide executive director with sales metrics and regular progress updates

## Qualifications

- Strong sales skills, including persuasion and negotiation, group presentation, problem-solving, and superior oral and written communication skills
- Innovative thinker who is entrepreneurial, revenue and mission driven, works collaboratively in a team environment, and embodies the philosophy of accountability
- Strong customer service skills
- Self-starter who is able to work independently, organize time effectively, engage in thorough follow-up and maintain commitments professionally
- Experience related to green building design and construction, energy efficiency, technologies, and materials
- Knowledge of the environmental, economic, and social benefits of green buildings
- Bachelor's degree in business administration, real estate, or related field (masters degree preferred)

- Proven track record in generating sales revenue
- Minimum 4-8 years professional experience preferred

### **Compensation**

Dependent on experience

### **To Apply**

Please submit the following materials to apply for this position (PDF or Word format). Incomplete applications will not be considered.

- Resume
- Cover letter detailing qualifications. Please highlight the geographic regions in the U.S. that you have familiarity with and/or professional connections in (specific to the market segments mentioned above).
- Three professional references (*can provide on request, if preferred*)

### **Email application materials to**

[jobs@earthadvantage.org](mailto:jobs@earthadvantage.org)

Subject line should read: "National Sales Manager- Last name, First name"

NO PHONE CALLS PLEASE



*Earth Advantage (EA) is an Equal Opportunity Employer  
Earthadvantage.org*