



Updated May 21, 2026

Outside Sales Representative

Position Summary

We are searching for a dynamic Outside Sales Representative to join our team in Woodbridge, NJ. In this role, you will be the face of our energy efficiency programs, actively engaging with customers, contractors, and industry leaders. To succeed, you will need a passion for energy conservation, strong communication skills, and a knack for building relationships. Your ability to craft compelling value propositions and implement effective sales strategies will be crucial in driving program participation and raising awareness.

Essential Job Functions

- Implement a pre-established sales strategy to promote the company brand and message.
- Research and target potential clients who could benefit from energy efficiency solutions.
- Initiate contact through cold calls, emails, street sweeps, and networking events.
- Clearly explain the benefits of energy savings, utility incentives, and on-bill repayment options.
- Build and nurture long-term relationships with clients to ensure repeat business and referrals.
- Prepare and present tailored proposals that meet the specific needs of each client.
- Keep up to date with the latest developments in energy efficiency technologies and utility incentive programs.
- Educate new and existing clients on new opportunities for energy savings and financial incentives.
- Track and report on sales activities, progress, and results for management.
- Use CRM tools to manage customer information and sales pipeline.
- Represent the company at industry trade shows, seminars, and other events to generate leads and network with potential clients.
- Work closely with marketing, technical, and customer service teams to ensure seamless customer experience
- Provide feedback to improve products and services based on customer interactions.

Qualifications

- Bachelor's degree in sustainability, business, marketing, engineering, or a related field.
- Over 3 years of experience in outside sales within the energy efficiency sector or a related field.
- Must reside in New Jersey.
- Possession of a valid US driver's license.
- Proficiency in CRM software, Microsoft Office Suite, Excel, Word, PowerPoint, and Outlook.
- A demonstrated interest in energy conservation is essential.
- Familiarity with lighting components, HVAC equipment, HVAC systems, lighting control systems, and building envelope components.
- Ability to maintain and operate personal or company vehicles with a valid driver's license.
- Willingness and ability to travel within the Tri-State area, with some overnight travel required.
- Strong customer service skills, with a focus on proactively identifying customer needs and managing expectations.
- Excellent written and verbal communication skills.

- Self-motivated individual capable of working independently or as part of a team.
- Exceptional organizational, time-management, and planning abilities.

Knowledge, Skills and Abilities

- Capable of engaging customers, industry stakeholders, through phone calls, emails, and both virtual and in-person meetings.
- Team-oriented, hands-on, highly skilled, adaptable, and client-focused.
- Contacts in the construction market include builders, developers, architects, engineers, etc.
- Experience in evaluating the effectiveness of sales strategies and proposing alternatives.
- Excellent public speaking and written communication skills.
- Experience in developing and editing professional presentations.
- Proficiency in tracking goals and accurately forecasting pipeline progress.
- Understanding of how to effectively engage multiple decision-making levels within a company across different target audiences.
- Experience working with professional organizations and market decision-makers.
- Experience with energy efficiency evaluations or audits at commercial or industrial sites.
- Strong understanding of market trends, customer needs, and industry-specific best practices (e.g., lighting, construction, sustainability).

Physical Demands of the Job

The physical demands described here represent those that an employee must meet to perform the essential functions of this job successfully.

- While performing the duties of this job, the employee is occasionally required to stand; sit, walk, climb, balance, stoop, kneel, crouch or crawl; use hands to finger, grasp, or feel objects; reach with hands and arms; push or pull; talk and hear; use repetitive motions.
- The employee is frequently required to lift and/or move up to 20 pounds and occasionally lift and/or move up to 25 pounds.
- The employee must have visual acuity to perform activities such as preparing and analyzing data and figures, transcribing, viewing a computer terminal, and extensive reading and visual inspections of site plans.

Work Environment

While performing the duties of this job, the employee is subject to the following work environment:

- The employee is subject to both inside and outside environmental conditions.
- The employee is subject to hazards such as proximity to moving mechanical parts, moving vehicles, and electrical current.

Equal Employment Opportunity (EEO)

TSE is an equal-opportunity employer committed to diversity and inclusion in the workplace. TSE prohibits discrimination and harassment of any kind based on age, race, color, sex, religion, sexual orientation, national origin, disability, genetic information, pregnancy, age, marital status, gender, gender identity or expression, veteran status, or any other protected characteristic as outlined by federal, state, or local laws. This policy applies to all employment practices within our organization, including hiring,

recruiting, promotion, termination, layoff, recall, leave of absence, compensation, benefits, training, and apprenticeship. TSE makes hiring decisions based solely on qualifications, merit, and business needs at the time. Please read through our EEO Policy for more information. TSE is committed to working with and providing reasonable accommodation to applicants with physical and mental disabilities. TSE is a drug-free workplace.

Screening

TSE makes offers of employment contingent upon (1) successful completion of a routine background investigation and reference check, (2) drug testing, and (3) Act 34 Child Abuse clearance.

Benefits

- Medical, vision, dental insurance and more.
- 401(k) and company match.
- Company-provided life insurance.
- Health Savings Account (HSA).
- Education reimbursement program with management approval.
- Annual paid time off.
- Observance of 8 Federal Holidays.
- Opportunities for advancement and development.

If interested in applying for this position, please send your resume to HR@TriSEnergy.com.