

## **Account Executive - Solar Industry Market Research Greentech Media Boston, MA**

Join a fast-growing, well-respected market research organization in the alternative energy industry, generating and closing new business opportunities for Greentech Media's market research team in the solar and smart grid industries. This role requires an understanding of the market research and consulting businesses and a strong familiarity with the solar and smart grid/utility industries. This position requires travel approximately 25% to 35% of the time.

### **Responsibilities:**

- \* Work with analyst team to build a complete understanding of GTM Research market research offerings, from published reports to customized consulting and market trackers
- \* Develop strategic account lists, prospect and work with analyst team to close new business
- \* Build a strong sales pipeline, and meet quotas set by VP of Sales and CEO
- \* Understand the market, the customers, and the technologies to better deliver solutions

Experience in market research sales strongly preferred  
Knowledge of renewable energy industry and utilities  
BA/BS degree  
Fearless approach to sales and prospecting  
Effective organization and teamwork skills  
Willingness to learn from a world-class research organization

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