

Role: Sales Development Representative (SDR)

About Us:

Radiator Labs is an energy management and electrification platform for radiator-heated buildings. We are a Brooklyn based startup working to solve a 100-year-old problem: the lack of comfort and efficiency in buildings with steam heat. Our technology is the recipient of multiple awards including the MIT Clean Energy Prize, NYC Department of Buildings Carbon Neutrality Innovation Challenge, the Popular Science Invention Award, Architizer A+ Award, the 1776 Challenge Cup, the Exelon's 2c2i initiative and we are part of inaugural Clean Fight 2020 program.

Every year, millions of dollars are wasted and pollution needlessly generated as people open the windows of their sweltering steam-heated apartments to cool off in the winter. Radiator Labs is solving this problem using custom hardware, sensors, building-wide IOT networks, and data science. Our retrofits for steam-heated buildings have been validated by NYSERDA to save an average of 25% on heating costs, and are eligible for all utility incentives. We are also developing a hybrid-electrification platform that enables buildings to electrify up to 80% of their heating demand at 20% of the cost of traditional approaches. Our customers include multi-family apartment buildings, office buildings, municipal buildings and universities. We are rapidly expanding our operations.

Description of Role: Sales Development Representative (SDR)

We seek a Sales Development Representative based in New York City to assist our sales team. This role is responsible for growing the company's top of the funnel sales pipeline. The candidate will become an expert in Radiator Labs' value proposition and the energy efficiency economy. Other responsibilities include underwriting prospective deals, drafting proposals, and developing email marketing and social media marketing campaigns. This person will report directly to the Vice President of Business Development and Sales.

Job description:

- Prospect for new opportunities through cold calling, emailing and other proactive outreach methods to develop a sales pipeline
- Build long term relationships with customers and business partners including engineering firms and companies in the energy efficiency space
- Respond to customer inquiries about product and pricing
- Create energy efficiency project analysis reports using proprietary modeling tools and building specific data for every potential project
- Log all new leads into company wide CRM platform to track progress

We are a small team with a diverse set of responsibilities and backgrounds. We're looking for candidates who are confident in themselves and their work, but also humble enough to work on things that may be a little outside their job description at times. It's not uncommon to find ourselves helping out during an installation moving radiator covers, or fumbling with wires in the sweltering boiler room of a midtown apartment building (safely!). We enjoy learning about and sometimes visiting old buildings in (mostly) New York City and beyond. This position is based out of our office in the Brooklyn Navy Yard, and can be a remote position for the right applicant.

Qualifications:

- Bachelor's Degree
- Recent college graduate or early career professional interested in the real estate technology and energy efficiency industry
- Ability to run proper exploratory/discovery calls, be an active listener and able to handle potential objections and misinformation
- Excellent communication skills (written and verbal)
- Basic modeling skills: ability to analyze data, improve existing energy efficiency models
- Basic Financial modeling proficiency
- Great organizational and time management skills
- One or more years of successful B2B sales experience preferred
- Experience in the commercial real estate industry focused on brokerage, building systems sales or energy efficiency preferred
- Enterprise sales experience preferred

To apply: Please send a resume or LinkedIn profile link and a brief introduction to jobs@radiatorlabs.com with the subject "Sales Development Representative"

The successful applicant will be selected based upon their qualifications for this position and without regard to the applicant's race, color, ethnic or national origin, religion, creed, age, disability, sex, sexual orientation, gender identity or expression, pregnancy, marital or partnership status, citizenship or alienage status, veteran status, whether children are, may be or would be residing with a person, or any other characteristic protected by law.