



---

## **Polargy Account Executive**

We're looking for outstanding sales people with big aspirations and appetite without big attitude who measure their success by their customer's delight. In particular, we are looking for someone to lead the sales effort for the new construction side of our business.

Polargy manufactures hot aisle and cold aisle containment systems. Our customers include the world's largest social network, the world's largest cloud provider, and the world's largest super computer.

### Key Responsibilities:

- Identify and track new data center construction projects
- Get Polargy products into new data center construction projects
- Educate architects and engineers about Polargy's solutions
- Get Polargy specified in new construction projects
- Manage the revenue side of projects that have been won

### Qualifications:

- You should be Modest, Conscientiousness, Goal Focused, and Curious
- You should know the landscape of architects, MEP consultants, and general contractors.
- You should have a college degree
- You should want to be part of a small business