

View's mission is to *create delightful human environments*.

In the great tradition of challenging the way we think about everyday essentials, the team at View has reinvented something that hasn't changed for centuries – the simple window – and in doing so, is transforming the largest industry in the world: real estate.

We manufacture View Dynamic Glass, a new generation of smart windows that let in natural light and views. All while enhancing mental and physical wellbeing by significantly reducing headaches, eyestrain and drowsiness. In addition, View's windows reduce glare and heat, improving the energy efficiency of buildings by 20 percent. View's windows are digital, cloud connected, and can be controlled from anywhere, including your phone. We are also leveraging advances in AI to develop smart building and IoT applications that make buildings healthier, smarter and more productive than anyone ever imagined.

View is already installed in over 50 million square feet and is growing rapidly. If you dream of changing the world to make it a better place – join us.

### **POSITION SUMMARY**

View is seeking an Account Associate (AA). This role is critical to the growth and success of pipeline development in New England. The AA is responsible for developing, fostering, and delivering a reliable stream of qualified opportunities.

The AA will use tools provided by the company to generate pre-qualified opportunities (PQOs) and meetings, but also their own initiative to find & foster new relationships.

The AA will work with the Regional Director to pursue opportunities through the entire life cycle - introduction, formal pitch, agreeing to terms, and ultimately construction. View resources will aid at each step of the process.

### **ESSENTIAL POSITION RESPONSIBILITIES**

- Collaborative development and execution of target territory sales plan with Account Executive/Regional Director – including key accounts and key projects, prioritized by market segment.
- Development of opportunity pipeline with quarterly and annual targets
- Qualify prospects, prioritize prospects relative to others, and actively sell based on priority / probability
- Work with company resources to produce and present custom benefit analysis, budgets, quotes, etc.
- Generate new PQOs and meetings through web search & networking
- Qualify PQOs as worthy of pursuit
- Nurture PQOs through the sales development process
- Partner with team members to determine strategy to win
- Record all interactions, activities, and prospect information in Salesforce
- Close qualified Business Opportunities.

## **DESIRED SKILLS AND EXPERIENCE**

- Aptitude for Solution Selling and executing large transactions
- History of bringing in new accounts and opportunities
- Exhibit the following characteristics - intelligent, resilient, ambitious, willing to learn, flexible, confident
- 3 years of tangible sales experience preferred.

## **MANDATORY SKILLS AND EXPERIENCE**

- Excellent presentation and communication skills – verbal and written
- Organized, self-disciplined / self-starter
- Professional demeanor
- Bachelors degree required, Masters preferred
- Strong computer skills and experience with MS Office, Excel, Outlook, Word, PowerPoint
- Ability to travel to customers / team sites as needed
- Experience with CRM systems (Salesforce.com preferred)

View, Inc. is an equal opportunity employer