



## **SALES AND BUSINESS DEVELOPMENT MANAGER | C & I | NORTHEAST**

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Our Global Solar client is the worldwide leader in Flex MLPE (Module Level Power Electronics) with innovative solutions that significantly enhance safety, increase energy production, and decrease the operating costs of photovoltaic (PV) systems. Our TS4 platform maximizes the benefit of PV systems and provides customers with the most scalable, versatile, and reliable MLPE solution available. Their systems operate on seven continents and produce gigawatt hours of reliable, clean, affordable, and safe solar energy daily.

We need a talented person with a passion for solving complex problems and who has a passion for bringing renewable energy to the masses. Members of the team enjoy rewarding salaries, excellent benefits, an open work culture, and the satisfaction of helping to reduce the world's dependency on fossil fuels.

### **Career Opportunity**

Our client is growing rapidly (a remarkable 81% last year), and is seeking motivated, experienced sales and business development professionals to join their diverse team of MLPE and energy storage warriors. The focus in this role will be the C&I rooftop market.

Ideal business development representatives are excited to engage with customers, understand the sales process, excel at technical sales and are capable of creating new relationships and nurturing existing ones. You are a consultative seller, excited to bring value and expertise to your customers. You should be a quick learner, adaptable, and carry strong communication skills. The ability to translate technical concepts and value to all levels of stakeholders is key.

### **Responsibilities**

- Represent the company's products and services, starting with a comprehensive understanding of the market and how their solutions meet the needs of customers (Developers, Installers, EPCs, Channel Partners, etc.).

- Build relationships and generate new opportunities by nurturing warm prospects via events, webinars, website, and more.
- Manage and maintain a pipeline of existing customers as well as leverage your prior experience and digital Rolodex.
- Build a list of targeted accounts based on internal and external research and develop plans to engage with them.
- Utilize Salesforce (CRM) for all sales activity – you see Salesforce as your primary tool.
- Identify customers' needs and suggest appropriate products and services.
- Proactively seek new business opportunities within the C&I rooftop market.
- Develop effective long-term strategic plans to capture maximum business.

## **Requirements**

- BS/BA degree preferred or equivalent experience.
- Minimum 3+ years of experience in technical sales within the PV market.
- Strong communication skills via phone, email, and web skills.
- Solid track record of achievement and meeting/exceeding quota.
- Experience with CRM systems, Salesforce in particular.
- Proven creative problem-solving approach and strong analytical skills.
- Strong ability to present technical solutions to stakeholders of all levels.
- Ability and willingness to travel up to 30%+ as protocols allow.

## **Compensation**

- Competitive base salary; \$115K - \$130K DOE
- Competitive bonus incentive
- Quarterly payouts on bonuses earned
- Health Care package
- Stock options
- Supportive company culture