



Sales Director US

Reports to:	VP Global Sales	Employment:	Full time
Department:	Sales & Marketing	Type:	Permanent
Benefits:	Medical, Dental, Vision, LTD, 401K	Status:	Exempt

Position Summary

The ideal candidate will have the vision, energy, and previous experience to lead a business in the fast-changing and leading-edge PV Power Electronics equipment market. He or she will be a strong Sales Director with at least 5 to 10 years of relevant experience in the utility scale PV sales or related technology field, and ideally will have sold power electronics (inverters, converters, batteries, etc..) into the solar industry or developed solar projects at utility scale.

This individual will have a diversified business background that includes working with and leading an indirect team within multiple functional areas required to close a deal with large customers and to manage ongoing relationships with them. A strong leader with proven ability to influence and motivate people, he or she will have a demonstrated ability to lead an organization that is focused on technology innovation.

This individual will have a demonstrated ability to conceive, implement, and successfully execute new business strategies aimed at building revenues and driving profitability. The ideal candidate will have proven negotiation skills, especially regarding complex transactions, and will have the ability to interface well with all levels of large, customer organizations. He or she will be a quick study, able to absorb information and make decisions, particularly in complex situations. The individual will be a smart, strategic thinker, but will also possess strong tactical execution skills. Our ideal candidate will have outstanding verbal and written communications skills, excellent presentation skills, and possess unquestionable integrity, credibility, and character.

This individual must possess not only the qualifications to execute this position, but be accountable for results, and have a burning desire to play a major role in the growth of a dynamic global company.

Essential Job Functions (Roles and Responsibilities)

1. Leverage existing relationships with large US solar and storage developers to grow the company's customer base and strengthen these relationships over time to increase revenues by targeting new applications with expanded products and services.
2. Implement strategies to achieve growth in applications such as Solar plus storage, EV charging, and repowering with a demonstrated ability to achieve Bookings and Revenue targets of the corporation.

3. Represent the company and its core values to its major customers, partners, suppliers, and other stakeholders as well as make sure customers' needs are well understood and supported by the Company.

Essential Job Requirements

Education:

BS degree in a technical field, engineering preferred, MBA optional.

Experience:

C-level contacts or decision makers at leading IPPs, Developers, EPC's, and Inverter companies
Demonstrated experience of performing in a quota bearing sales role with success in achievement for multiple years growing the business and sales territory

Proven experience demonstrating the following:

- Treating customers, both external and internal, as long-term partners
- Delivering unparalleled value and service to our customers
- Communicate honestly and transparently, with all stakeholders, including customers and internally
- A drive to strive for repeat customers
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Required Skills:

Decisive / Action Orientation: This position requires a person who will be thoughtful and fact-based in approach while, at the same time, being decisive and inclined to action. Candidates must have strong entrepreneurial instincts, operational intensity, and a high sense of urgency.

Results Focused: Candidates for the position must "know what it takes to be successful" and have a keen, relentless focus on driving the organization to achieve its profitability and growth objectives.