



Outside Sales Executive /Business Development Manager/ Channel Manager

POSITION SUMMARY

The person in the role will be responsible for selling combiner box products into the solar industry. The person will be tasked with ad-hoc sales and developing deep and strategic relationships with customers. In addition, this individual will develop and execute sales and channel strategies. This would include developing a framework for working with distributors, setting up volume pricing agreements, OEM relationships, and other strategic initiatives as required.

JOB RESPONSIBILITIES

- Delivering an ongoing profit stream with existing and new customers.
- Support internal personnel with technical documentation and design guidance with customers and partners providing industrial electrical expertise, applications solutions and educational materials that differentiates SunLink electrical products and enables fault-free and safe deployment of product.
- Identify opportunities for and provide input on new features, requirements, configurations, modifications, or competitive needs to the product management process.
- Develop and deliver technical product and application training to customers, partners.
- Set goals and objectives, develops sales/business plans, establish call plans and strategies, develop account profiles and execute the sales plan.
- Develop and maintain relationships with customers and potential customers in order to maximize satisfaction and encourage repeat business.
- Identify, prospect, and develop new business and new clients.
- Providing customer support and coordination on issues related to troubleshooting, testing, and training.

QUALIFICATIONS

- Effective interpersonal skills, experience working in a team-oriented, collaborative environment.
- A track record of integrity, honesty, loyalty, and ethics in all interactions with customers, employees, and suppliers.
- solid understanding of electrical components, and a BS in electrical engineering or similar
- Must be able to understand and interpret Electrical Single line diagrams, as well as engineering drawings and specifications.
- 5-7 years sales/account management experience
- General knowledge of applicable electrical standards such as, NETA, IEEE, UL891, IEC UL 508A, UL10008, and the National Electric Code.
- Must have attention to detail, a commitment to quality and be results driven and customer focused.
- Excellent verbal and written communication skills.
- Strong interpersonal, communication, follow-up, and presentation skills.
- Experience in in the renewable energy space and knowledge of combiner boxes as implemented in the industry

CORE COMPETENCIES

- **Customer Focus** – Able to identify Customer goals, objectives and motivating factors, demonstrate a high level of service delivery and maintain long term relationships.
- **Influence & Persuasion** – Able to convince others in either positive or negative circumstances; use tact when expressing ideas or opinions; present new ideas to authority figures; adapt presentations to suit a particular audience; respond to objections successfully.
- **Communications** – Able to clearly present information through the spoken or written word; read and interpret complex information; talk with customers or clients; listen well.
- **Negotiating** – Able to obtain agreement from multiple parties; earn trust while working out a deal; use good timing and carefully calculated strategies when bargaining; communicate high value of services; identify hidden agendas that might interfere with resolution of terms.
- **Relationship Management** – Able to develop rapport with others and recognize their concerns and feelings; build and maintain long-term associations based on trust; help others.
- **Planning, Prioritizing, & Goal Setting** – Able to prepare for emerging customer needs; manage multiple projects; determine project urgency in a meaningful and practical way; use goals to guide actions and create detailed action plans; organize and schedule people and tasks.

Applications will be considered on a rolling basis until the position is filled.

SunLink is an equal opportunity employer and will not discriminate against any employee or applicant for employment on the basis of race, color, national or ethnic origin, religion, sex, age, handicap, pregnancy, sexual orientation, or veteran status.