

OUR ORGANIZATION

SunModo develops, manufactures and sells innovative solar PV racking and mounting solutions to residential installers, commercial integrators, and other solar providers in North America. From its inception, customers quickly recognized SunModo as a trusted provider of high quality products and services that make installations faster and more cost-effective. Our mission is to drive down the total cost of solar installation through product innovation and system integration. www.sunmodo.com.

JOB SUMMARY – Account Executive

Jump right in, step up, stand out and embrace a vital role contributing to a dynamic group of people in this high growth solar industry that is pulsing with activity. As a member of a growing and fast paced team, the Account Executive (AE) works with their peers in the sales and marketing departments to identify and develop sales opportunities across all SunModo market segments in their territory. The AE is a hunter and is responsible for selling solar PV mounting solutions to a variety of customer types, developing new relationships and partnerships with customers, hosting training for installers, participating in regional and national trade shows and industry related organizations, and ensuring sales goals are achieved in your region.

ESSENTIAL DUTIES

- Execute sales strategies and processes that drive higher levels of revenue growth.
- Establish, develop and manage relationships with new solar integrators, EPC's, distributors, PPA providers, and improve positioning and strengthen overall relationships with existing customers.
- Provide expert product information and application advice to customers, and recommends optimal SunModo product solutions.
- Generate and develop leads and qualify prospects, through cold-calling and other lead generation activities.
- Record customer contact information, opportunity details, and other information as necessary.
- Generate cost estimates, sales orders, and communicate lead times; perform timely follow-up.
- Deliver technical documents, marketing material, and commercial data to customers as required.
- Work with marketing as needed to help develop effective product collateral and marketing activities to support and expand sales and SunModo brand.
- Maintain expert knowledge of competitors' product lines.

DESIRED SKILLS AND EXPERIENCE

- Bachelor's Degree, ideally in a technical field.
- Expertise developing new accounts, strategic alliances and sales channel partners demonstrated by at least 3+ years of experience in sales.
- Knowledge of solar photovoltaic mounting systems and/or work experience in the solar energy or other renewable energy industry is preferred.
- Extreme proficiency in MS software, including Outlook, Word, Excel and PowerPoint.
- Strong organizational skills with rigorous attention to detail and outstanding follow-through.
- Excellent analytical skills with demonstrated ability to write and speak persuasively.
- Ability to communicate technical issues to a non-technical audience.
- Ability to work effectively with cross-functional teams to achieve business objectives.
- Approach to work that is positive, solution-oriented, optimistic and enthusiastic.

- Entrepreneurial, highly intuitive, desire to show initiative, and strong work ethic.
- Eagerness to serve and support the mission of the organization.
- Must possess a valid US driver's license.

PHYSICAL DEMANDS

The physical demands are representative of the physical requirements necessary for an employee to successfully perform the essential functions of this job. Reasonable accommodation can be made to enable people with disabilities to perform the described essential functions of the job.

While performing the responsibilities of this job, the employee is required to talk and hear. The employee is often required to sit and use their hands and fingers, to handle or feel. The employee is occasionally required to stand, walk, reach with arms and hands, climb or balance, and to stoop, kneel, crouch or crawl, and lift and move up to 50 pounds.

Expect up to 25% of travel away from home base, including occasional evenings and weekends.

DETAILS

This is a 40 hour per week position. Compensation includes base salary, commission and a comprehensive benefits package. This position is subject to a 90 day probationary period.

TO APPLY

Email us your resume and cover letter outlining adherence to the qualifications to employment@sunmodo.com. Include the position for which you are applying in the subject line. Include at least 3 references.

SunModo Corporation is an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, gender, gender identity or expression, religion, national origin, marital status, disability, veteran status, genetic information, or any other protected class.