

POSITION TITLE: Account Executive, Solar Sales & Business Development
ENVIRONMENT & CLEAN ENERGY SOLUTIONS

JOB CATEGORY: BUSINESS DEVELOPMENT/TECHNICAL SALES /
MARKETING

INDUSTRY: RENEWABLE ENERGY / SOLAR / ELECTRICAL
ENGINEERING / HVAC

LOCATION: WOODBRIDGE, ONTARIO

DATE: January 25, 2012

POSITION DESCRIPTION:

Our Client's North American business, markets a line of Solar Photovoltaic Panels for commercial, industrial and residential use.

THE MANDATE:

Reporting to the President, you are an entrepreneurially minded, results oriented, Sales Professional that has a proven track record in achieving top and bottom line results on a national level within the energy management, Solar, or HVAC industry. An effective communicator, you are comfortable working in a cross functional North American team. You will have strong business acumen coupled with a creative sales and marketing ability aimed at identifying emerging market opportunities related to clean energy. The ability to create unique end to end market oriented solutions will be critical to your success. An energetic and passionate personality will enable you to aggressively explore multiple, unique business opportunities where this high quality solar product can be installed with exceptional energy benefits for the end user. An achiever who is the right fit for this high growth role, you identify with this mindset:

When others say this strategy and these sales targets are too aggressive and/or can't be achieved, you say/think with confidence "Let me show you how. In fact, I will exceed your expectations!"

This exciting career growth opportunity awards the successful candidate the opportunity to sell the "best in industry" (highest efficiency, highest quality, lowest failure rate) Solar products in a GROWTH INDUSTRY as a total solution provider to end users with a "pull through" sales approach with distributors. Higher sales results will be recognized with higher rewards!

RESPONSIBILITIES:

The Account Executive, Solar Sales & Business Development will:

- Achieve or exceed sales budgets through existing and new distribution for Solar products in Canada
- Develop new distribution channels for **ENVIRONMENT & CLEAN ENERGY SOLUTIONS** products.
- Work with existing distributors in Canada where possible to enhance distribution of and commercial products in Canada to evaluate new potential distribution.
- Work with chosen building developers/construction trade organizations to represent the company and its products in the building industry.
- Prepare product proposals for various tenders, RFP's for **ENVIRONMENT & CLEAN ENERGY SOLUTIONS** product.
- Keep abreast of competition by maintaining relationships with regulators and key industry personnel.
- Plan and promote products at various industry trade shows in Canada that focus on Solar products, services and Enterprise Solutions.
- Investigate and utilize government programs, commercial and residential builder organizations to develop new business with home builders and real estate developers.
- Prepare and deliver PowerPoint presentations on the Company's **ENVIRONMENT & CLEAN ENERGY SOLUTIONS** to engineering community.

EXPERIENCE: In order to be COMPETITIVE for this position, you must have:

- Proven high performance SALES achievement and Business Development, Technical Sales & Marketing results with strong communication skills
- Sound knowledge and understanding with 7+ years of experience in a sales & marketing environment along with familiarity of industry quality standards and practices with a solid track record of growth – preferably in the energy management, renewable energy (Solar PV), or related industries
- The ability to “think outside the box”
- An innate ability to get people to “buy-in” to your vision and strategy to achieve sales success
- A “Can Do” attitude with the ability to overcome obstacles
- Successful, proven track record and background of developing aggressive strategies for emerging markets as well as for established, highly competitive mature markets
- Track record of success in a competitive technical environment
- Ability to be hands on, think strategically and aware of the big picture
- Ability to build relationships, gain the commitment, trust and confidence of key stakeholders, regulators and customers
- Demonstrated experience in achieving consistent, solid financial and technical sales results
- Thorough knowledge of competitive landscape, market pricing and ability to identify new opportunities
- Knowledge of government programs related to alternative energy solutions i.e. OPA's FIT (Feed-in Tariff) program and the overall Canadian Domestic Market

- Ability to lead and effectively mentor a team of project coordinators and support staff
- Strong personal computer skills including Microsoft Office and ideally, familiar with SAP

YOU ARE NOT:

- A technician or technical expert in the product that you sell and you don't want to be in that type of role. HOWEVER, you are comfortable in technical sales and you do know when to ENGAGE the technical experts in the sales process to "close the deal", design and install the system!

SALARY RANGE:

- Base salary, bonus plus commission, a car allowance and mileage.
- Extensive Travel will be required.

EDUCATION:

- Bachelor of Commerce and related successful Sales experience - (Electrical or Mechanical Engineering Degree accepted with relevant, proven sales results)

EMPLOYEE TYPE: Permanent, Full-time

REQUIRED TRAVEL: Yes

RELOCATION COVERED: No

CONTACT: Bill McNamee-Lamb, Managing Director

HOW TO APPLY: Apply on Monster or e-mail your resume to bill@mcnameelamb.com. No phone calls please.