



## POSITION DESCRIPTION

<b>POSITION TITLE:</b>	EASTERN SALES MANAGER	<b>REPORTS TO:</b>	NATIONAL SALES MANAGER
<b>DEPARTMENT:</b>	SALES		
<b>RELEASE DATE:</b>	6/2020	<b>REVISION DATE:</b>	

*Come join America's Module Company. Mission Solar Energy, the true American brand. We are currently seeking a self-starter with a strong entrepreneurial drive to join our sales team.*

### **ABOUT MISSION SOLAR ENERGY:**

Mission Solar Energy is headquartered in San Antonio, Texas, where we engineer, design and manufacture our modules. We are a 200MW facility located on Brooks City Base on an 85 acre campus with a 350,000 SQFT manufacturing facility.

### **POSITION SUMMARY:**

The Eastern Sales Manager is responsible for developing and executing all key sales strategies, tactics and action plans, required to achieve Company's financial targets. This position will be the PV module sales leader to drive the Company's sales objectives in the Eastern US.

### **ESSENTIAL FUNCTIONS:**

Primary duties and responsibilities include, but are not limited to, the following:

#### **Sales**

- Serving our distribution network, our installer-base as well as our EPCs and developers
- Develop and execute strategic plan to achieve PV module sales targets and to expand the company's customer base in targeted region.
- Execute direct sales with new and existing accounts in assigned region to meet business targets
- Be able to communicate effectively and professionally with customers and support the sales team with their sales efforts.
- Develop leads and opportunities for solutions and services on solar projects
- Utilize CRM tools (Salesforce) for managing the sales process and forecasting
- Effectively communicate the value proposition through proposals and presentations

#### **Sales Administration**

- Understand category-specific landscapes and trends, reporting on the forces that shift tactical budgets and strategic direction of accounts
- Conduct market intelligence reports within the assigned territory
- Negotiate terms and conditions in line with corporate policies and targets

#### **Marketing**

- Develop competitive strategies and account development plans to achieve sales objectives, maintaining knowledge of competitor activity
- Build and maintain strong relationship with customers and leverage internal resources as required for customer support

#### **Technical Sales**

- Understand the specifications for equipment needed for the project, and determine the requirements and specifications for purchase
- As needed offer technical support for customers' system engineering
- Other initiatives and projects as required

### **JOB QUALIFICATIONS:**

- Bachelor's degree
- 3 to 5 years' experience in Sales and/or Business Development, preferably in the solar industry
- Ability to work with customers on technical questions and solutions, working closely with all other departments
- Demonstrated effectiveness in "C" level and "VP" level sales as well as national key accounts
- Proven success in business development

### **TECHNICAL COMPETENCIES**

- Basic understanding of solar electric systems including financing
- Strong working knowledge of Microsoft Office Suite and basic PC skills
- Results driven; financial acumen (Understanding of project NPV, ROI, etc.)

### **NON-TECHNICAL APTITUDE**

- Ability to work collaboratively with internal and external groups
- Effective communication skills - verbal, written, listening, and conflict resolution
- Sound judgment and decision making: strategic thinking and problem solving
- Thorough and efficient attention to detail – accuracy and organization
- Ability to effectively multi-task as well as manage daily, weekly, and monthly required work tasks

### **PERFORMANCE EXPECTATIONS**

- Manage work load as first priority, assist co-workers and work as a team to meet departmental goals
- Respect each other – team players welcome
- Complete assignments with integrity, pride, and accountability