



Position Title: SEIPS Sales Manager Job Description

Position Description:

SEI Professional Services (SEIPS) is PV design, consulting, and field services company affiliated with Solar Energy International. Our mission is to provide the foremost technical expertise in solar energy to empower people, grow businesses, and influence the global PV industry through best practices. We are seeking a self-motivated, highly-experienced Sales Manager to join our team with significant experience leading and directing residential, commercial, and utility scale Solar PV sales channels to achieve revenue growth targets.

SEI Professional Services (SEIPS) Sales Manager is accountable for leading and directing all sales channels to achieve revenue growth targets and has overall responsibility for the sales of all services SEIPS offers to current and potential customers worldwide. Sales channels may include direct accounts, sales representative agencies, leveraging the SEI network to create affiliate and lead generation funnels, and other sales/lead generation efforts. General activities include directing new client inquiries, oversight of sales channels, sales representative management, process improvement, and driving improvement in key performance indicators.

This is a remote or in-house full-time position with some flexibility, however the candidate must be available during typical business hours, be able to communicate effectively, work independently, and collaborate with a remote team using a variety of software.

Candidates will be evaluated as interest is received. Resumes will be received until the position is filled. Send resumes to jeff@seisolarpros.com in PDF format.

Key Responsibilities:

- Manage and support current and potential clients via joint sales calls, presentations, opportunity tracking, etc.
- Partner with end-user direct accounts to generate new and repeat sales of company services
- Identify, track, negotiate, and close opportunities through all potential sales channels, including direct accounts, sales representative agencies, and distribution
- Deliver company and services presentations at customer sites, conferences and exhibitions
- Prepare yearly detailed Sales Plan to identify target customers and opportunities, hurdles to success, etc. Revisit and update plan on quarterly basis with supervisor and other stake holders
- Prepare and maintain a variety of sales reports, forecasts, etc. as requested by supervisor and other company management



- Participate in events such as seminars and trade shows

Qualifications:

- Engineering or Technical Degree preferred
 - Bachelor's Degree required
- Proven work experience in the Solar PV industry
 - Minimum of 3 years Solar PV Sales
- Experience with Commercial and Utility scale PV Applications required
- Energy storage system experience is desirable
- Residential PV experience is desirable
- Sales experience calling on Sales Channels, Consulting Engineers, EPCs, Project Developers, and End Users
- Strong communication and presentation skills
- Ability to work well in a team environment and with remote teams
- NABCEP PV Technical Sales Certification is desirable

Compensation:

Based on experience. To be negotiated.