



### Job Description - East Coast Regional Sales Director

<b>Job Title:</b>	East Coast Regional Sales Director
<b>Reporting to:</b>	Peter Mathews, VP Sales, NAM
<b>Location:</b>	Field Based, East Coast USA - ideally NY/CT/NJ/PA area

#### Role Summary:

We are seeking an experienced sales director to act as the primary point of sales contact for North America East Coast customers which include solar installers, solar financing companies, distributors, and PV module manufacturers serving the residential and commercial PV market.

The East Coast Regional Sales Director will work closely with Marketing, Customer Support, Logistics, IT and Finance to ensure a best in class customer experience. The role will also drive installer partner training, solicit feedback on products and services, collect market intelligence and drive product improvements.

The East Coast Regional Sales Director will possess the ability to help hire, train and manage a field office organization from the ground up, building structure over time. This role will report directly to the VP North America Sales. The ideal candidate will live in the NY/CT/NJ/PA area.

#### Key Tasks & Responsibilities:

- Manage day to day communications with channel partners/customers in the territory
- Create and implement strategies and tactics to develop channel partners supporting the residential and commercial rooftop solar markets
- Assigning and achieving revenue goals
- Researching and analyzing target vertical market segments, and developing tactical execution plans for coverage of assigned accounts and/or market segments
- Identifying key decision makers and relationships within assigned segment that translate into new revenue opportunities
- Qualifying prospects, and performing customer needs assessments that map to photovoltaic solutions
- Developing and presenting customer focused product and service presentations
- Collaborating with marketing team to support value proposition
- Collaborating with legal team to develop contract terms
- Managing an effective partner network
- Oversee pipeline management
- Help channel partners drive key opportunities to closure by managing all available company resources

- Gather market intelligence from installer partners
- Train installer partners on company products, services and systems
- Frequent regional travel (up to 40%) to channel partners will be required
- Maintain accurate records of customer communication
- Maintain up-to-date knowledge of competitive solar industry and technologies, competitive landscape, Enecsys, and Enecsys positioning
- Hire, train, and matrix manage local support staff including product applications and customer support

#### **Skills & Experience Required:**

##### *Essential*

- 5-10 years strong experience in sales or business development in a high ticket residential and commercial market (Energy, PV, HVAC, other); photovoltaic/renewable energy industry experience is a plus
- Proven successful experience working with an independent dealer network
- Experience working with contractors
- Strong computer skills, including strength in MS Excel and MS PowerPoint.
- A strong desire to be a part of a rapidly growing business with an opportunity to progress
- Strong interpersonal skills; excellent written and oral communications skills; team player attitude
- Ability to help hire, train and manage an organization from the ground up, building structure over time
- Ability to work well remotely and in a developing sales structure.
- Demonstrated comfort working in a cross-functional, matrix-oriented, multinational environment. International work experience desired.
- Comfort working in an extremely fast-paced setting, with proven ability to take initiative in an environment that at times can be ambiguous
  
- Bachelor's degree required; advanced/MBA degree preferred.
- The candidate must be strong conceptually and quantitatively.

#### **About Enecsys**

Enecsys Limited, develops, manufactures, and markets world-leading, highly reliable, grid-connected solar micro-inverters and monitoring systems for residential and commercial photovoltaic systems that offer an outstanding value proposition. The micro-inverter maximizes energy harvest and converts the DC power from each solar module into quality AC power for supply to the electricity grid.

The advantages of Enecsys solar micro-inverters include: maximized energy harvest, improved safety, increased lifetime and reliability, enhanced performance monitoring, and simplified PV array design and installation. The monitoring system tracks, in real-time, the performance of each solar module and transmits the



information through a robust built-in wireless communication system that connects to the Internet.

Headquartered in Cambridge, UK, the company also has sales and support offices in Bad Homburg, Germany and in Redwood Shores, California.

For more information, please visit <http://www.enecsys.com>