

## Job Description

<b>Job Title:</b>	Inside Sales
<b>Reporting to:</b>	Director of Strategic Accounts
<b>Location:</b>	Redwood Shores, CA

### Role Summary:

Ideal candidate has proven experience in selling technology products, is capable of educating end customers on product's features and benefits, is customer friendly, is business savvy and detail oriented.

### Key Tasks & Responsibilities:

- Sales
  - In conjunction with the Sales Directors, build and maintain relationships with multiple contact points at the external clients such as key distributors, installers, and module manufacturers
  - Able to initiate cold/warm calls with potential customers of Enecsys' products. Able to interview potential customers to determine potential opportunities, competitive situation, objections, and effectively communicate features and benefits of Enecsys products.
  - Work with field sales organization to keep account activities such as forecasts up to date on a weekly basis
  - Drive customer team meetings with external clients and maintain forecast, delivery, key action items and cases.
  - Drive internal processes for quote generation, NDA, credit applications, and distribution contracts (including pricing schedules)
  - Respond to technical data request such as micro inverter to solar PV panel sizing, product specifications and certifications.
  - Maintain leads, calls and contacts through CRM tool (salesforce.com) daily.
  - Provide web based training for prospective customers (product and sales introduction)
  - In conjunction with the Sales Directors, own new product introduction (demo sites and samples) and execution.
  - Secure competitive information from customer interactions and capture in salesforce.com.
  - Maintain database of key product features, benefits and FAQ for use with key distributors, installers and module manufacturers.
  
- Sales Operations
  - Compile lists of prospective customers for use as sales leads (internal and external channels) based on information from trade shows, field sales, business directories, web sites, and all other sources
  - Investigate and resolve customer problems through case management system in salesforce.com
  - Process purchase orders through entire order process
  - Own return material authorization process with customers

- Product and market knowledge
  - Promote the sale of Enecsys micro inverters through direct solicitation via email, telephone, and trade shows
  - Effectively differentiate product through unique features and benefits.
  - Stay updated on latest solar PV trends and news.

**Skills & Experience Required:**

- Bachelor's degree required, engineering degree a plus.
- 2 years experience in selling technology products highly desired
- Excellent selling skills and must be detail oriented
- Excellent written and oral communication skills; ability to communicate effectively and project a professional image when giving and taking information.
- Good interpersonal skills with the ability to work effectively with individuals and groups at all organization levels; ability to work independently and as part of a team.

**About Enecsys**

Enecsys Limited, develops, manufacturers, 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, USA. For more information, please visit <http://www.enecsys.com>.