



Company website: [www.sunwize.com](http://www.sunwize.com)

**About SunWize:**

Our technology changes the way energy is put into homes and businesses. We are one of the largest and most highly respected solar renewable energy companies in the nation. For over 13 years, SunWize has been a leader in the solar electric industry. Our systems provide power for remote and grid-tied homes, telemetry, outdoor lighting, telecommunications, water pumping and much more! Businesses and government agencies depend on us for innovative solutions where utility power is not available or non cost-effective. We are innovative, fast moving and fast growing— stable and firmly established, yet highly entrepreneurial in our thinking and doing.

**Compensation and Benefits:**

SunWize offers a competitive salary plus fully comprehensive benefits and performance bonus package based on an annual objective achievement. Our generous benefits package includes a 401(k) Retirement Plan, medical/dental/life/disability program, 10 days annual vacation time, 6 days sick time, 6 days of PTO time, prorated from your date of hire.

**Classification:** This is a full time position.

**Location:** To be negotiated (Midwest, Central US home office preferred)

**Effective Date:** ASAP

**Position Title:** **Sales Manager**

**Primary Job Responsibilities**

- Identify, qualify and recruit new solar electric installers and EPCs while maintaining relationships and growing sales with current independent installers.
- Meet sales goals, increase market share and strengthen current business relationships.
- Execute timely business development forecasting formulated from customer focused sales strategies.
- Ensure new dealers satisfaction in coordination with sales and marketing directives.
- Effectively communicate and document results for internal and external customers.
- Diligently adhere to company standards regarding accurate CRM management (ie...Salesforce: Input, update and manage leads, accounts and opportunities)
- Utilize in house tools and staff to assess and maximize business opportunities
- Meet and exceed the Company's strategic objectives and sales goals
- Attend trade shows and trainings, stay current with solar technology trends and the complete SunWize product offering

**Qualifications**

- A Bachelor's degree in Business Administration, Engineering, or equivalent broad-based 4-year degree
- Ideal candidate will have experience in solar energy industry and be familiar with photovoltaic system equipment
- A minimum of 2-5 years work experience within a professional sales organization or similar capacity
- A proven communicator—verbal and written with a detail oriented and "can do" attitude
- Proficient with computer software programs such as Microsoft Windows, Microsoft Office, Salesforce.com

- Understanding of Financial analytics (NPV, IRR, Time Value of Money, Financing, ROI, depreciation, cash flow) as a means of justifying large scale capital expenditures
- Compliance with all company policies and procedures
- You are guided by an underlying practice of Ethical business communications
- Adaptability to rapidly and constantly changing industry
- Ability to work under minimal supervision

**Other Requirements**

- Travel within the USA is required. Approximate time traveling 50%