



Job Description

Silfab Solar Inc. – Mississauga, Ontario

Job Title: *Regional Sales Manager - Northeast*

Department: *Sales*

Reports to: *Director of Business Development*

To make a difference in the world by reducing carbon emissions and improving access to clean energy with every module we make.

Silfab Solar is the largest automated Solar manufacturing facility in North America. We are an international leader in the development, manufacturing, distribution and innovation of ultra-high efficiency PV modules, operating with Just-In-Time manufacturing and leveraging over 35 years of Solar experience. Our state of the art facilities located in Toronto, Canada and in Bellingham, Washington have helped pioneer smart module technology and innovative process to produce superior reliability and performance specifically designed for North American market.

At Silfab Solar, our team members have been actively shaping sustainable solutions since its inception and we are looking to grow our team of 200+ experts who are dedicated to our mission and to evolving technology for the next generation of Solar products.

Regional Sales Manager - Northeast

As Silfab continues to grow as a leader in the US residential and small commercial PV module market, we are looking for a Regional Sales Manager (RSM) to develop and nurture long-term, trusting relationships with prospective and existing Silfab customers. The RSM's role is to actively seek new sales opportunities, strengthen relationships by providing exceptional service and integrity with existing and new clients and act as Silfab's industry expert for a given geographic area.

Responsibilities:

- Identify, characterize and close sales opportunities according to regional scope and company strategies. Sales responsibilities will require high volume prospecting through phone, email and face to face meetings.
- Serve as the lead point of contact for all customer accounts within given regional scope
- Develop and maintain relationships with Silfab distribution partner sales teams
- Act as Silfab's resident expert on all matters of policy, industry and competitor trends as they relate to the selected regional scope.
- Maintain and track detailed customer metrics through Silfab CRM
- Prepare and present customer, market and competitor reports to various internal stakeholders
- Visit customer locations as well as advise and participate in industry trade shows, events and associations to maximize exposure of Silfab and customer relations



- Assist with the development and maintenance of bottoms up and top down sales forecasts in order to reach company growth targets
- Gather and summarize pertinent product road map needs in order to collaborate with product management team initiatives
- Represent and exemplify the Silfab brand and values

Requirements:

- Bachelor degree.
- Minimum 5 years proven work experience in high paced regional outside sales role preferably with a manufactured product
- Demonstrable ability to communicate, manage and influence key stakeholders at all levels of an organization, including executive and C-level
- Experience with CRM software (e.g. Salesforce, Microsoft CRM etc.) and MS Office (particularly MS Excel)
- Previous PV industry experience a considerable advantage but not required
- Strong technical aptitude in order to act as trusted advisor to prospective and existing customers
- Demonstrated success in operating effectively in an entrepreneurial, fast-paced rapid growth environment
- Proven ability to juggle multiple account management projects at a time, while maintaining sharp attention to detail
- Excellent listening, negotiation and presentation abilities
- Outstanding verbal and written communication skills – a get on the phone and solve the problem attitude