

Job ID: PF41910A
Job Title: Senior Account Executive
Degree Requirements: None, but a Bachelor's in a Technical Discipline is Preferred
Years of Experience: 5 - 10
Location: Southern CA, AZ, possibly NJ
Salary Range: \$80K - \$90K + potential bonus
Travel Required: More Than 25% domestically

IMMEDIATE NEED for a Senior Account Executive to develop turnkey Photovoltaic System Projects who has 5 – 10 years sales experience in the technical, energy, or construction industry. A Bachelor's degree is preferred but not required.

You will be working with and reporting directly to the Vice President of Commercial Development developing and selling projects from inception through execution. You will work with internal and external customers during the engineering and construction phases of each project.

There will be minimal direct supervision and you MUST BE ABLE to create and develop projects using your contacts and present network, cold calls, as well as other sales and marketing strategies.

You will rapidly learn and be able to communicate the facts, costs and savings of the solar industry.

To be considered, you MUST HAVE:

- Proven and verifiable record of growing sales through present customers as well as generating new customers
- Recent sales experience in the Photovoltaic Cell arena
- 5 – 10 years sales experience with long as well as short sales cycle products and programs that required a consultative sales technique in a technical, energy, or building / construction field
- Ability to communicate with customers, work with a team, and drive results
- Be a self motivated, personable, and professional sales person who can communicate via telephone, email, letter, and in person
- Have prior experience in Project Management, but no certification is required
- Be proficient with Microsoft Office Suite

Your Duties and Responsibilities will include but are not limited to:

- Develop and secure contracts for commercial Photovoltaic (PV) systems
- Have input into the development of the corporate sales strategy
- Support VP Commercial Development with the execution of strategic objectives
- Develop, qualify, and manage new sales leads
- Perform on-site solar evaluations to educate prospective clients to solar opportunities
- Close sales and support project advancement, assembling and managing project folders
- Represent company at marketing events such as Trade Shows
- Analyze present and future markets identifying potential client requirements
- Domestic travel up to 25% of the time

Preferred Qualifications/Skills:

- Bachelor's degree (preferred)
- Experience with Salesforce.com

No relocation assistance is budgeted at this time but some assistance may be available for the right candidate.

The answers to these questions are used as a pre-screening tool by our client. If you are contacted by our recruiter, please be ready to discuss each question fully.

1. Tell us about the products you have recently sold along with the average total of the sale and the sales cycle.
2. Tell us about any experience you have in the Photovoltaic (PV) arena.
3. Tell us about one of your sales from prospecting to sales closure to project start up and delivery.
4. If you have a bachelor's degree, in what discipline is your degree?
5. Tell us about your expertise with Salesforce.com.

If you meet these requirements and wish to be considered for this position, please send your résumé to us using Word 97 -2003 at Resumes@PinnaclePlacementGroup.com or call us at 770-422-2152 or 770-740-0494

Please mention the **Job ID** and the **Job Title** when contacting us.