



Megawatt Recruitment Overview:

Megawatt Recruitment is a specialist recruitment firm focusing on Renewable Energy that works with leading US and international firms across the globe to attract top talent.

Employer Overview:

Our client, the employer, is a global leader in quality assurance, testing, and certification of solar PV and battery energy storage equipment. Headquartered in Asia but with European founders, this company has inspected equipment totalling over 15GW of capacity that has been installed around the globe.

When you join this company, you will be developing and implementing custom quality strategies for solar developers, IPPs, EPCs, utilities, financiers, and insurance companies to help maximize the return on investment of the projects that the equipment your colleagues inspect will be installed into.

Position Overview:

Your title will be **Business Development Manager** and you will be located on the US East Coast with the Southeast or Mid-Atlantic being preferred as a central location to capture markets such as Florida, Georgia, Tennessee, the Carolinas, and New York.

You will conduct B2B sales for solar equipment testing and certification services. The target audience is business who will be purchasing solar PV modules, PV components, and/or battery energy storage systems (BESS) directly such as the developers and EPCs, those who will be financing the purchase of the equipment such as banks, pension funds, and private equity, and those who are insuring the projects including both construction insurance and power production insurance.

What our client offers:

- Base + bonuses for KPIs + **unlimited commissions** paid monthly and recurring commissions
- World class technical sales training from internal and external sources
- Brand name company with industry reputation for quality and honest
- Positive culture
- Opportunity to join the company in the United States where it is poised for huge growth
- Face paced work in one of the fastest growing industries in the world

Key Responsibilities:

- Building on the relationships the company has with developers, IPPs, and utilities that are building renewable energy projects around the globe, foster those relationships in the United States
- Work with other global team members to collaborate on cross-national/global accounts
- Knowing that the sales cycle is typically 6-18 months, create a strategy to engage with target clients on a regularly basis through phone calls, in-person meetings, and webinars to build rapport, educate clients on the company's value-add, and advantages over other testing and certification companies
- Keep abreast of new projects coming to market in your area of responsibility and proactively reach out to new potential clients
- Represent the company at conferences, exhibitions, and other industry events
- Prepare quotations for services and lead clients through signature of contracts
- After onboarding clients, do a handover to the Account Manager assigned to support your accounts

Requirements:

- 3-5 years technical experience with utility-scale solar or battery energy storage such as engineering, R&D, testing, evaluation, or similar in a B2B capacity

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- Knowledge of solar PV or BESS testing procedures
- Personable, outgoing, and likes to be client-facing
- A problem solver with a “Can Do” attitude
- Ability to self-manage and work autonomously as you will be the only employee in the region with your next closest co-workers being in Texas and Nevada.
- **Prior sales experience is preferred but not required** because you will be working directly for the Vice President of Sales who has over 30 years of sales experience, grew one of his previous employer’s sales revenue from \$2 million to \$48 million, and has been an instructor for Dale Carnegie Sales Training. He will directly train and mentor you to become successful in closing sales in the hundreds of thousand to millions of dollar ranges.

Other notes:

- This position reports to the Vice President of Sales
- This position does not have direct reports, but could in the future as part of career progression
- Career progression could include:
 - Becoming a Sales Manager and building out a team of regional sales people
 - Becoming a National Technical Manager
 - Moving internationally to start sales in new markets
- Travel of 1-3 days per month likely
- Must be in the United States with United States work authorization at the time of applying for this job. No overseas relocation budget allocated for this position or for visa processing.

Salary range will depend on location and cost of living, level of experience in solar or BESS, network, and other factors.

Compensation consists of:

- Base salary (fixed amount each month)
- Bonuses based on non-sales KPIs
- Commissions based on sales

Total compensation could reach 2-3x base salary.