



Company website: 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

Effective Date: November 01, 2009

Position Title: **Distribution Sales Manager**

Primary Job Responsibilities

- Identify, qualify and recruit new solar electric installers as well as maintain relationships with current independent installers.
- Meet sales goals, help increase market share and strengthen current business relationships.
- Attend trade shows and trainings, stay up to date with current solar technology trend as well as assisting other sales managers.
- Utilize in house tools and staff to assess and maximize business opportunities.
- Execute timely business development forecasting formulated from customer focused sales strategies.
- Follows the Company's strategic objectives and sales goals.
- Ensure new dealers satisfaction in coordination with sales and marketing directives.
- Effectively communicate and document results for internal and external customers.
- Ideal candidate will have some experience in solar energy industry and be familiar with photovoltaic system equipment.

Qualifications

- A Bachelor's degree in Business Administration or equivalent broad-based 4-year degree or equivalent work experience
- A minimum of 2-5 years work experience within a sales or similar capacity.
- Strong interpersonal and organizational skills with computer experience
- A proven communicator—verbal and written with a detail oriented and "can do" attitude.
- Strong computer application skills including PowerPoint, Excel, MS Office and Sales Force.
- Compliance with all company policies and procedures
- You are guided by an underlying practice of Ethical business communications.
- Travel within the USA is required. Approximate time traveling 20%
- Detail oriented, organized, with effective communication skills

Other Requirements

- Occasional domestic travel may be required