



Location: Toronto, ON

Start Date: ASAP

Position Type: Perm/Full-time

Compensation: Salary + Commission

Grasshopper Solar is a 100% Canadian-owned and operated company that has delivered turnkey solar power systems to the residential, commercial, institutional, industrial and agricultural markets.

We are currently seeking a **Solar Business Development Manager** to join our team.

KEY RESPONSIBILITIES:

- Contacts prospects and partners through, but not limited to, phone calls, email, mailings, networking events, market research, and seminars to communicate opportunities to extend initiatives with the company.
- Develops a network of industry contacts through B2B relationships and seeks opportunities to build partnerships.
- Works with product development to evaluate new products and services and makes recommendations to support corporate objectives.
- Assists with market research and helps to expand the market both nationally and internationally.
- Manages client RFI/RFP preparation.
- Secures orders to meet and exceed objectives and sales goals.
- Conducts product technical presentations using PowerPoint.
- Monitors customer satisfaction on an ongoing basis.

REQUIRED SKILLS:

- Bachelor's Degree in Engineering, Business, Marketing, or related discipline. MBA would be an asset.
- Previous experience selling and growing business for solar, renewable energy and/or other green energy products preferred.
- Proven success in building and maintaining successful relationships at all organizational levels with prospective and existing customers.
- Proficient at using spread sheets for total cost of ownership, payback and NPV analysis and presentation.
- Demonstrate a high level of organizational skills, creative thinking and entrepreneurial spirit and perspective to recognize needs and develop solutions for customers.
- Demonstrate independence and self-motivation, and the ability to thrive under pressure.
- Experience presenting to high level executives, board members and decision makers.
- Excellent communication skills are required, both written and oral.
- Ability to speak multiple languages as asset.



Please forward your resume and cover letter to careers@GrasshopperSolar.com with "Solar Business Development Manager" in the subject heading.

Please also mention the job posting source.

Grasshopper Solar is an equal opportunity employer. We thank you in advance for your interest. Please note that only those selected for an interview will be contacted.