



**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 **Commercial Solar Sales Manager** to join our team.

#### **KEY RESPONSIBILITIES:**

- Seek and identify opportunities for solar power system sales in commercial markets.
- To drive business and build strong relationships with new and existing accounts.
- Analyze impact of changing regulatory environment and adjust strategy as necessary.
- To develop a commercial sales training manual.
- To hire and train new sales staff as the company grows.
- Market to customers ranging from private enterprises to Fortune 500 industry leaders.
- Responsible for commercial contracts for solar projects ranging from 10+kW to 5mW and up.
- Work independently and with senior management team to develop and execute on strategic plans to win identified opportunities.
- Generate proposals, quotes, and formal RFP responses.
- Ensure interactions with development, finance, design, engineering and project management are seamless and exceed customer's satisfaction.
- Ensure reporting and communications is frequent and bi-directional.
- Monitor customer satisfaction on an ongoing basis.

#### **REQUIRED SKILLS:**

- Bachelor's Degree in Engineering, Business, Marketing, or related discipline.
- 5-10+ years of experience in sales, preferably in solar or building industries.
- Understanding of renewable energy industry, grid-tied solar electric sales/design/installation and incentives *and/or* experience in a related field, including real-estate development.
- Successful track record in a complex sales environment
- Understanding of finance / business concepts. (NPV, ROI, IRR, etc.)
- Demonstrated ability to manage and interface effectively with cross-functional employee groups.
- Ability to spend time in-person with customers and travel within assigned territory. (80%+)
- Ability to manage multiple projects in parallel and prioritize competing demands.
- 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.



- Tenacious problem solver that can accurately assess, solve, implement, and communicate outcomes of problems.
- Familiarity with formal project management methodologies and ability to read and interpret architectural and engineering drawings an asset.
- Experience presenting to high level executives, board members and decision makers.
- Excellent written and verbal communication skills.
- Strong computer skills with proficiency in all MS Office products.

Please forward your resume and cover letter to [careers@GrasshopperSolar.com](mailto:careers@GrasshopperSolar.com) with "Commercial Sales 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.