

WHO ARE WE AND WHAT DO WE DO?

At SunModo, we believe in the innate human nature to improve the world and support the growth of those around us. Our culture is open, forward moving, innovative, and energized. We give people the opportunity to be their best and do their best work in a fast paced, collaborative, and creative environment. This is a place where people with purpose, mastery, and internal drive are met with tremendous growth potential, for themselves and our rapidly growing solar industry. As a manufacturer of solar racking solutions, we've created a loyal following because of our unparalleled robust product offerings, and attention to professional service. Our corporate mission is to drive down the total cost of solar installation, and we accomplish that with the best talent in the PV industry. We know that smart, accomplished people are the reason for our success. It is because of our team members we've been providing the best mix of quality and low-cost products to the market. The question is, will you be the next one to join our exciting company?

WHAT IS THE IMPACT OF THIS POSITION?

Jump right in, step up, stand out and embrace a vital role contributing to a dynamic group of people in this high growth solar industry that is pulsing with activity. This is the perfect role for someone who is highly organized, self-driven, decisive and eager to pitch-in to support outside sales team in a highly critical position.

ON ANY GIVEN DAY, YOU COULD BE DOING THESE THINGS:

- Manage an established customer base with expert product information and application advice, project layout, bill of material assessment, product application review, sales order generation, and timely follow-up.
- Review sales orders for operational issues, errors and fulfillment with the consultation of Sales, Engineering, Warehouse Manager and Accounting.
- Interacting with team on behalf of the customer.
- Record customer contact information, opportunity details, and other information as necessary.
- Supports inventory forecast mechanisms by working with stakeholders.
- Perform other duties as needed or assigned.

WHAT DO WE EXPECT FROM YOU?

Knowledge

- Bachelor's degree in Marketing, Engineering, or other related discipline.
- 2-3 years' experience in sales, ideally as a manufacturers rep.
- Extreme proficiency in MS software, including Outlook, Word, Excel and PowerPoint.

ATTRIBUTES

- Excellent critical thinking skills to make good decisions (and thrives) in a fast-moving environment.
- Ability to adapt to a rapidly changing industry and environment.
- Excellent analytical, detailing communication skills with demonstrated ability to write and speak persuasively with sound lines of reasoning and ability to communicate technical issues to a non-technical audience.
- Highly organized and unbelievable follow-up and follow-through.
- Strong advocacy and persuasion skills.
- Passion for solving difficult problems with creative and novel solutions.
- Ability to perform under pressure, work with a wide variety of constituents and meet deadlines.

- Requires a minimum of supervision and is capable of strategically prioritizing multiple tasks.
- Approach to work that is positive, solution-oriented, optimistic and enthusiastic.
- Highly intuitive, shows initiative, has a servants heart, is well rounded and balanced, and strong work ethic.

WHAT CAPACITY IS NECESSARY TO DO THIS JOB?

These physical demands are representative of the physical requirements necessary for an employee to successfully perform the essential functions of this job. Reasonable accommodation can be made to enable people with disabilities to perform the described essential functions of the job.

While performing the responsibilities of this job, the employee is required to talk and hear. The employee is often required to sit and use their hands and fingers, to handle or feel. The employee is occasionally required to stand, walk, reach with arms and hands, climb or balance, and to stoop, kneel, crouch or crawl, and lift and move up to 50 pounds. Vision abilities required by this job include close vision. The noise level in the corporate work environment is usually quiet to moderate, with many of the staff working away from the office.

THIS FULL TIME POSITION INCLUDES:

A generous benefits package including a platinum health insurance plan, short term disability insurance, holiday pay, vacation, 401K, profit sharing plan, a team environment with strong corporate values, and an office located in spectacular Portland, OR metro area.

TO APPLY:

Apply with your resume and thoughtful cover letter explaining why you are the right fit for the role and organization. Applicants only, please. SunModo is not accepting submissions from recruiters.

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SunModo Corporation is an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, gender, gender identity or expression, religion, national origin, marital status, disability, veteran status, genetic information, or any other protected class. This position is subject to a 90 day probationary period.