

WHY SUNMODO AND THIS ROLE?

We are an integral part of the solar revolution and a proven leader in the PV Racking space globally. We have been in business since 2008, but continue to have a very entrepreneurial culture. You will not just be a number, but be able to make a huge impact!

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 THE REGIONAL SALES MANAGER?

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. Working remote from your home office in the region, this is the perfect role for someone who is highly organized, self-driven, eager and fully capable of establishing new relationships and position the value of our company and products. You will make the difference in our top line growth by securing business in the southwest region of the U.S., and continue to build our market share and brand recognition.

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

- Research, target, and contact potential new customers to secure business.
- Manage established customer base with expert product information and application advice, project layout, bill of material assessment and product application.
- Reviews sales orders and project status for operational issues, errors and fulfillment with the consultation of inside sales support, Engineering, Operations and Accounting.
- Record customer contact information, opportunity details and other information as necessary.
- Support inventory forecast mechanisms by working with stakeholders.
- Handling up to 50% travel and associated arrangements.
- Perform other duties as needed or assigned.

WHAT DO WE EXPECT FROM YOU?

Knowledge

- Bachelor's degree in Marketing, Engineering, or other related discipline.
- 5 years of experience in sales as a manufacturer's rep.
- 5 years of experience working in the Southwest markets.
- Extreme proficiency in MS software, including Outlook, Word, Excel and PowerPoint.

Attributes

- Integrity, intuitiveness, stick-to-it-iveness, passion/pride, well-rounded/balanced, professional, continuous improvement, servant's heart.
- Excellent critical thinking skills to make great 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 read, write and speak persuasively.

- An ability to communicate technical issues to a non-technical audience and sound lines of reasoning.
- Highly organized and unbelievable follow-up and follow-through to secure sales.
- Ability to perform under pressure, work with a wide variety of constituents and meet deadlines.
- A serious sense of urgency.
- Approach to work that is positive, solution-oriented, optimistic and enthusiastic.
- Eagerness to serve and support the mission of the organization.
- Entrepreneurial, highly intuitive, desire to show initiative, 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. Airplane, bus, train, and car travel will be regular and often.

This Full Time Position Includes

A generous benefits package including health insurance, short term disability insurance, sick & holiday pay, vacation, 401K, virtual office support, a team environment with strong corporate values, and corporate headquarters located in spectacular Portland, OR metro area. Ideal location to reside is in Southern California or Arizona.

To Apply

Apply with your resume and thoughtful cover letter explaining why you are the right fit for the role and organization. Candidate's first test is to see how well they adhere to these instructions. Applicants only, please. SunModo is not accepting submissions from recruiters.

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