



## 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 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.

## WHAT IS THE IMPACT OF THE REGIONAL MANAGER?

Reporting to the Director of Sales, you will be expected to embrace a vital role contributing to a dynamic group of people in this high-growth solar industry company that is pulsing with activity. Working remote from your home office in the region, this is the perfect role for someone who is highly driven, organized, eager and fully capable of establishing new relationships and positioning the value of our company and products. You will be a key element of our growth strategy by securing business in this critical region of the U.S. as we continue to build our market share and brand recognition.

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

- Research, target, and secure business with new customers.
- Manage relationships with both distribution partners and solar installers.
- Manage established customer base with expert product information and application advice, project layout, bill of material assessment, and product application.
- Review 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.
- Manage up to 50% overnight travel.
- Perform other duties as needed or assigned.

## WHAT DO WE EXPECT FROM YOU?

### Experience

- 5 years of experience in sales for a manufacturer of technical products.
- History of growing sales within a territory
- Experience working in both direct and distribution sales channels is desirable.
- Solar or construction industry experience is a plus.
- Proficiency in MS software, including Outlook, Word, Excel and PowerPoint. CRM experience a plus.

### Attributes



- Relentless drive to succeed.
- Strong desire and ability to open doors and acquire new customers.
- Ability to grow lasting customer relationships based on trust and respect.
- Strong listening skills and an understanding of how to hear what a customer needs in order to sell value.
- An openness to take direction and constructive feedback, and also a desire to share constructive feedback.
- A willingness to ask questions and be a part of driving our organization to continuous improvement.
- Ability to develop an organized and efficient approach to penetrating and managing a large territory.
- A team player who is capable of collaborating with the whole organization in order to develop customers.
- Change-oriented mindset that will thrive within the fast-moving and always evolving solar industry.
- Skilled at communicating technical details to both technical and non-technical audiences.
- A commitment to fast, accurate, and thorough follow-up.
- Ability to prioritize daily/weekly activities to maximize results towards a plan.

## 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 a platinum health insurance plan, short term disability insurance, holiday pay, vacation, 401K, virtual office support, a team environment with strong corporate values, and corporate headquarters located in the 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.

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.