

## ABOUT HELIENE

Heliene is a fast-paced entrepreneurial company growing rapidly in a highly desirable industry, with a mission to be part of the solution to climate challenges and contribute to a better planet.

Heliene has taken the challenge to help the world reduce its reliance on fossil fuels, by striving to be a leader in renewable energy. We are a manufacturer of high efficiency and high-quality solar modules. Our modules are produced on state-of-the-art solar manufacturing lines in Ontario-Canada, Minnesota-USA, and at manufacturing partners around the world.

Customer First is more than a slogan. It's the guiding principle of our business, a core value, and the cornerstone of our company culture.

## WHY JOIN HELIENE

We are looking for talented and motivated people that want to help us shape the solar industry. Under an experienced leadership team, we provide growth opportunities, intellectual challenge and a flexible, collaborative company culture.

We offer comprehensive benefits, including competitive salaries; paid time off; health, dental, vision and life insurance; as well as retirement plans.

## THE POSITION

<b>Job Title:</b>	Regional Sales Manager
<b>Position Status:</b>	Full Time
<b>Department:</b>	Sales and Business Development
<b>Supervision Received:</b>	Vice-President of Sales and Business Development
<b>Location:</b>	Remote, Central U.S

A.	<b>Sales</b>	80%
B.	<b>Marketing and Relationship Building</b>	10%
C.	<b>Other Duties as Assigned</b>	10%
<b>TOTAL</b>		<b>100%</b>

The Regional Sales Manager is responsible for a dedicated area in the United States and/or Canada. They manage customer relationships and develop business opportunities in a multi-state territory. They are responsible to drive sales and cement Heliene as a market leader in their respective region. The key to success of Regional Sales Manager is selling Heliene's module products including bifacial utility, commercial & industrial modules, monofacial commercial rooftop modules, and all-black residential modules.

- Customer acquisition and sales adoption growth in defined sales territories
- Be the face of Heliene and drive brand awareness and recognition in the marketplace
- Contact and meet existing prospects and clients to build a close, binding relationship to understand their needs and to ensure the company's solutions are positioned correctly to meet those needs
- Generate, identify, and contact new leads
- Develop and execute an account penetration strategy to grow the customer base within the territory
- Achieve targets for sales volume, revenue, and gross margin as well as targets for territory management including but not limited to market share and customer base growth
- Manage the entire sales cycle of our PV products and manage the integration of our products into utility, commercial & industrial, community solar, and residential sectors by understanding the technical and financial project needs and offering project-specific support packages outside the product where applicable.
- Frequently establish and communicate sales forecasts, sales opportunities, and prospect review
- Collect and share competitive information as well as market territory data from the field to assist in marketing strategies as well as define products, sales, and business development activities
- Participate in trade shows and conferences to represent the company
- Entertain clients and prospects to close new sales opportunities
- Regularly and routinely meet with both existing clients and new prospects in-person at their offices and/or project sites
- Utilize video conference meetings with clients when not traveling
- Manage and maintain a record of all in-person customer visits
- Reporting - Maintain a sales pipeline and forecast report which includes all open and lost opportunities by account name, date, product type, volume, and probability
- Explore new market segments for expansion of our product offering

**Minimum Qualifications:**

Bachelor's or Associate's degree in business management, administration, engineering, supply chain, or a related field. Must have a minimum of three (3) year's experience in Business-to-Business sales experience, including two (2) or more years in the photovoltaic industry or an equivalent combination of education, training, and experience.

- Ability and willingness to travel approximately 50% of the time depending on schedule and customer requirements, mostly within the sales territory
- Engineering background or technical sales proficiency preferred

- Ability to quickly learn detailed information about the solar energy industry, and trends and be a subject matter expert in state-level markets
- Demonstrate ability to find and sign-up new prospects
- Experience with value selling and designing an account penetration strategy/plan is required
- Ability to find the decision maker in a complex deal
- Strong presentation and communication skills both written and verbal
- Excellent interpersonal relations and demonstrated ability to work with others effectively
- Participate in regular review meetings and training sessions
- High proficiency of MS Office suite and Salesforce
- Self-motivated and able to work independently and proactively without supervision
- Strong work ethic and self-starter
- Ability to support a flexible work schedule
- We foster a team environment. Honesty, responsibility, and meeting commitments are key values
- Must have a valid passport and ability to travel internationally
- Must have a valid driver's license and reliable transportation
- Must complete record check and drug screening prior to employment

**Qualified applicants should submit a cover letter and resume to [careers@heliene.com](mailto:careers@heliene.com).**

All applicants must be legally eligible to work in [the United States of America / Canada].

**USA Equity Statement:** Heliene is strongly committed to fostering diversity and inclusivity within our organization and is an equal-opportunity employer. Heliene invites and encourages applications from all qualified candidates from equity-deserving groups and all qualified applicants will receive consideration without regard to race, color, religion, gender, gender identity or expression, sexual orientation, national origin, genetics, disability, age, or veteran status.

Currently, Heliene USA is not accepting applicants that require sponsorship.

