

JOB DESCRIPTION

Company Summary:

Founded in 2010, Heliene is the longest-standing, domestic, solar PV module manufacturer headquartered in North America, with manufacturing facilities in Minnesota, Florida, and Ontario (Canada).

Heliene recently deployed a \$21 million investment into a new manufacturing facility in Mountain Iron, Minnesota, located adjacent to its existing 150 MWp facility at the former Silicon Energy factory. Once completed in September 2022, Heliene's Mountain Iron campus will expand to 95,000 sq. ft with 550 MWp of total production capacity.

The world is advancing the development of photovoltaic technologies. Heliene's job is to pull those technologies together, rapidly deploy them in our manufacturing processes, and integrate them into value added products to feed the electrification economy with high quality U.S. Made solar modules.

Job Title: Regional Sales Manger
Department: Sales
Location: Home Office with Territory Travel
Reports to: VP of Sales and Business Development

Position Summary:

Manage customer relationships and develop business opportunities in a multi-state territory. Drive sales and cement Heliene as a market share leader in the respective region. Sell the products and system solution from Heliene's module portfolio including but not limited to residential modules, commercial & utility scale modules, Agri-voltaic GiPV systems, EV Charging products, and Aerospace solutions.

Primary Responsibilities:

- Customer acquisition and sales adoption growth in defined sales territory
- 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 projects 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 and 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, to entertain clients and prospects and to close new sales opportunities
- Ability and willingness to travel approximately 50% time depending on schedule and customer requirements and mostly within the sales territory

Required Qualifications and Skills

- Must have at least 3+ years of B2B selling experience, including 2+ years in the photovoltaic industry
- Engineering background / technical sales proficiency preferred
- Ability to quickly learn detailed information about both the wider solar energy industry, trends and be a subject matter expert in state level markets
- Demonstrated 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, written and verbal skills
- Excellent interpersonal relations and demonstrated ability to work with other effectively
- Participate in regular review meetings and trainings
- Reliable transportation necessary either personal car or car rental is possible – business travel expenses are reimbursed frequently
- High proficiency of MS Office suite and Salesforce
- Bachelors or Associate degree in business management, administration, engineering, supply chain or related field is preferred
- Self-motivated and able to work independently and proactively without supervision
- Great work ethic, can-do attitude, competitive and driven attributes needed
- Ability to support a flexible work schedule will be required
- We foster a team environment. Honesty, responsibility and meeting commitments are key values
- Must reside in the region with a preference of a close proximity to a major airport
- Bachelor's degree or higher education

Compensation and Benefits

Heliene Inc. offers a competitive salary plus fully comprehensive benefits and performance based variable compensation package based on quarterly sales performance. Our benefits package includes a 401(k) Retirement Plan, medial/dental program, and PTO.

Heliene Inc. is an Equal Opportunity Employer (EOE). Qualified applications are considered for employment without regard to age, race, color, religion, sex, national origin, sexual orientation, disability or veteran status.