



Solectria Renewables is America's leading manufacturer of high power photovoltaic inverters for solar applications. Join a driven and innovative team working in a fast paced and challenging high technology environment. Let your talent fuel one of the nation's fastest growing industries. We offer an excellent benefit package, the ability to work with cutting edge technology, and room for professional growth and career advancement within the company. Solectria Renewables is an Equal Opportunity Employer. Qualified candidates should send their resume and a detailed cover letter to: humanresources@solren.com

POSITION DESCRIPTION

TITLE: **Residential Channel Manager**
REPORTS TO: **President**
CLASSIFICATION: **Exempt, Full Time**
LOCATION: **Lawrence, Massachusetts**

The Residential Channel Manager will be responsible for capitalizing on our current Residential solar business and identifying and pursuing targeted new opportunities for growth.

Responsibilities:

- Achieve or exceed company sales targets for the residential market
- Open new markets in collaboration with regional directors in new states and utility territories
- develop and implement plans necessary to grow the residential solar business
- Work collaboratively with the VP of Commercial Sales to manage and develop a top performing sales operations function
- Prepare and execute short- and long-term sales training that address existing and new product and market opportunities
- Strengthen rapport with all levels of the sales organization by delivering sales strategies, refining internal processes; develop/refine of sales tools, reporting, etc.
- Manage and grow large centralized sales call center
- Manage and grow effective, highly leveraged channel sales team
- Consistently evaluate the market/industry, the customer base, the areas of potential sales opportunities, and the competitive landscape
- Collaborate with marketing to create and implement innovative marketing and advertising and campaigns to maximize lead generation, business development and revenue
- Evaluate marketing program effectiveness (e.g. promotions, advertising, referral, etc.) and make recommendations on improvements or changes. Work in close collaboration with the marketing team on new market roll-out, program creation and execution
- Review and update sales compensation salaries/commissions based on competitive and market analyses
- Develop and manage residential sales budgets

Education/Certification:

- 1) Bachelor's degree and minimum of 5 years' experience in a sales position.