



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](mailto:humanresources@solren.com)

## POSITION DESCRIPTION

TITLE: **Sales Developer**  
REPORTS TO: **Business Development Manager**  
CLASSIFICATION: **Exempt, Full Time**  
LOCATION: **Lawrence, Massachusetts**

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### Responsibilities:

- Research and identify new accounts
- Research and generate new leads
- Call potential prospects to qualify
- Schedule Meetings with potential new customers
- Coordinate Regional Schedules and Travel Arrangements
- Enter Sales Leads into CRM database
- Generate Weekly Sales Reports As Needed
- Department Phone support
- Assist in all sales efforts as required

### Desired Qualifications:

- Prior experience with CRM software preferred
- Excellent written and verbal communication
- High degree of initiative, motivation, flexibility and creativity
- Proven ability to effectively manage multiple tasks
- Friendly, outgoing personality; Strong interpersonal skills
- Enjoy working in a fast paced environment in the renewable energy market
- Expertise in MS Office suite
- Attention to detail is required
- Knowledge of Solar industry is a plus!
- Minimum of 2 years previous experience in a sales position

### Education and Experience:

- High School diploma or equivalent required, College degree preferred