

Position Title:	Group Sales Manager
Reporting To:	Chief Operating Officer
Position Type:	Full-Time Salary
Start Date:	ASAP

We are looking for an experienced Group Sales Manager with renewable energy experience. Someone who is energetic, can chart new territory and is eager to deliver planet positive solutions.

Our Group Sales Manager is an important member of our growing team. In this role, you will be working closely with our Business Development & Marketing and Consulting Teams. A key focus is cross-selling our varied solutions and services to our clients.

Responsibilities include but are not limited to:

- Launching sales of a new-to-Canada best in class technology, our new sales manager has an unrivalled opportunity to excel.
- Create and manage our agent/dealer network in Canadian geographic and vertical markets.
- Build on sales via existing sales pipeline, closing deals and assist agents/dealers sell.
- Monitor market and customer needs to determine focus of sales efforts to meet sales targets.
- Direct and coordinate activities involving sales, product queries, installation and commissioning success and service support by others.
- Determine price schedules to optimize sustainable profitability
- Review operational records and reports to project sales and determine profitability.
- Manage, coordinate and review activities in sales, service, accounting and operations.
- Confer with the team to help plan marketing and provide salient content for online marketing as needed.
- Advise dealers and agents on policies and operating procedures to ensure the functional effectiveness of business.
- Help prepare budgets and approve budget expenditures.
- Represent the company at trade events, exhibitions and meetings to promote products and build agent/dealer network.
- Plan and manage agents, training and performance evaluations to develop and control sales and service programs.
- Visit agents/dealers to stimulate sales performance and establishment or expansion of financing, power purchase or leasing programs.
- Confer with own potential customers regarding equipment needs and advise customers on types of equipment to purchase.
- Oversee regional and local sales teams and their performance.
- Manage ever-improving excellent customer and personal services. This includes needs assessment, meeting quality standards for services, evaluation of customer satisfaction and new brand building.
- Direct clerical staff to keep records of export correspondence, bid requests and credit collections, and to maintain current information on regulations, incentives, licenses and restrictions.
- Resolve customer complaints regarding sales and service
- Assess the marketing potential of new and existing markets, considering statistics and expenditures

Required minimum education and experience:

- Post secondary education.
- Minimum of 8 years sales management experience.

Competencies:

- Working collaboratively as part of a team
- Ability to work independently with minimal supervision
- Excellent communication skills
- Inspires others to meet a common goal
- Ability to excel in a dynamic and agile work environment

What does success look like in this role?

- You have built a great agent/dealer network in Canada.
- You have built a team that is motivated and able to identify client needs across our business segments.
- Your team is generating a sustainable profit by serving our clients.
- Our clients are happy!

Additional Information:

- Travel to client sites, tradeshow and events required.

About you:

You are a trail blazer and a natural leader. You are comfortable with ambiguity and building scalable business segments. You are analytical and you get things done. You enjoy collaborating with others and can communicate effectively. You are a critical thinker who can get things done in the immediate term while planning for the future. You are passionate about being part of a team transforming the reality of our environmental challenge.

About us:

We have a unique culture based on embracing our values. We are a team, which means "we" comes before "me". We are service driven; we are here to serve our team, the community and the environment. We honour outcomes over best intentions, even when the outcome is not 100% perfect. We are nimble, and we embrace change. We say what needs to be said, which isn't always easy, but our doors and ears are open. We get stuff done, and we have fun doing it!