

## **Regional Business Development Manager – Central**

Are you eager to create a market, build your own territory, drive your sales, and join a top notch talented sales team? We are looking for an individual that is driven, can execute a sales plan, and can hit the ground at a sprint. Our ideal candidate has experience with contractors, distributors, and reps, and has the talent and motivation to create the market for outdoor solar lighting. This role requires the ability to identify and engage the right contractors and distributors that can sell and install Sol, Inc. systems. As channel partners are established, you will be responsible for training, leading, and motivating these accounts. Not only will you develop the installer and channel base, you will hire and motivate independent representatives.

This position requires a hands-on individual, who has been successful in system selling, is familiar with the central territory (see territory description below), and has customer relationships within the territory. The individual should be located in either Dallas or Houston Texas, and expect to travel 75% of the time. Knowledge and experience selling outdoor lighting is a plus.

### **Skills:**

- Strong ability to sell to the end-user, contractor, or specifier (architect, electrical engineer, lighting designer)
- Leadership and vision to motivate contractor and reps
- Strong track record for exceeding sales targets on a consistent basis
- Expertise in system selling
- Team player that will work well with other members of the Sol team
- Customer centric, with a desire to provide an exceptional customer experience
- Desire to spend a majority of his or her time in front of the customer
- Strong presentation skills and the ability to engage in professional meetings and shows
- Strong ability to close orders
- Excellent networking capabilities.
- Experience in consultative selling
- Technical expertise to layout, specify, create a bidding strategy, and close projects

## **Territory:**

- States included in this territory are: Texas, Oklahoma, Kansas, Illinois, Indiana, Nebraska, Missouri, Michigan, Mississippi, Arkansas, Louisiana, North Dakota, South Dakota, Minnesota, and Wisconsin
- As Sol's business grows, territories will be adjusted accordingly

## **Company Description**

Sol, Inc. is the world's largest manufacturer of solar-powered commercial and institutional outdoor lighting systems, with 40,000+ systems installed since 1990. Our light systems are found in 61 countries and six continents. We are considered the market leader in our industry, and are working hard to keep it that way. Last year sales grew over 70% and while '09 will not be a repeat, we continue to grow in what most people believe to be the worst economy in recent history. We are profitable, well capitalized, and love what we do, because we are making a difference one light at a time.

Our business is divided into five major marketplaces:

1. Area Lighting (parking lots, pathways, playgrounds, and docks)
2. Perimeter Security Lighting (fenced facilities and storage areas)
3. Roadways and Street Lighting (secondary streets and roadways in North America, and major highways in developing nations)
4. Billboard and Sign Lighting
5. OEM/National Accounts (providing engineered solar lighting solutions for transit shelter and gazebo manufacturers, and other lighting manufacturers)

While there are several other companies that have recently entered the solar lighting market place, Sol, Inc's differentiation comes from 20 years of experience combined with our own proprietary patented, and patent-pending control electronics developed by our in-house engineering team. We have an experienced applications engineering team that assists in designing any project, creating presentations, and providing full photometric analysis. We are also the only solar lighting company that provides 24/7 technical support, and offers the only 3-day course that specifically addresses solar lighting design and applications.



We offer a competitive compensation package, 401K with 80% matching, health/dental/vision care, and most importantly – a great team of smart and enthusiastic individuals, in a growing industry where we are passionate about making a difference for future generations.

Are you up for the challenge?

Submit your resume to:

[careers@solarlighting.com](mailto:careers@solarlighting.com)