

POSITION DETAILS

TITLE: New York Market Manager

LOCATION: New York

SCHEDULE: Full-Time

TRAVEL: 30% travel within region; 10% outside of region

COMPENSATION: Salary commensurate with experience + commission

BENEFITS: All employees receive access to our health insurance plan (we cover 75% for employees, spouses and children), flexible leave policy, 401K with match, and a stock option grant

COMPANY

ConnectDER (www.ConnectDER.com) represents the next generation in US-based grid technology product development. Our mission is to empower utilities and their customers with tools that radically enhance the value of clean grid edge resources.

Our flagship product, the Smart ConnectDER, is a plug-and-play interface for rapidly connecting residential solar photovoltaic systems to the grid and managing them using embedded telemetry and communications.

We currently have a robust development schedule in addition to ramping up manufacturing and delivery of the existing products. We are a small, award winning company with a rapidly growing book of work to support.

OVERVIEW

ConnectDER is searching for a **New York Market Manager** to oversee regional market development and sales for ConnectDER products and technologies. Our Market Manager will focus on building and nurturing relationships with current and prospective customers to grow presence in the New York solar market. These customers include utilities and residential New York solar developers.

IDEAL CANDIDATE QUALITIES

PASSION - you thrive on creativity and invention and you understand how your work can impact the greater good.

ACCOUNTABILITY - people can count on you to do what you say, to take ownership of your performance, and to work hard to accomplish your goals.

INTEGRITY - you act with sound judgment, honesty, dependability, and consistency.

INCLUSION - you create an environment which fosters authenticity, diversity, innovation, collaboration, and respect.

ENTREPRENEURIAL - you enjoy working in a continuously evolving environment where everyone's contribution is valued and essential.

The ideal candidate is an expert in the New York residential solar market. They understand how to consistently deliver high impact value statements to current and prospective customers that drive sales and maintain consumer loyalty. The position is ideal for you if you have an interest in renewable energy, grid-edge technology, and manufacturing and are looking to join an innovative, rapidly growing company.

JOB DUTIES

- Leverage knowledge of the NY residential solar market to effectively execute sales strategies to maximize sales volume and drive targeted profitable growth within territory.
- Interface with a wide range of external stakeholders such as solar installers, electric utilities, electrical inspectors, regulators, and homeowners to maintain engagement, report and track progress, and ensure deliverables are met.
- Develop and deliver creative, results-oriented presentations that provide decision-making intel to key stakeholders in the market including distributors, utilities, and installers.
- Collaborate with Program Managers, Product Owners, and Marketing to provide sales demonstrations and product training and attend events/trade shows, as required.
- Serve as relationship manager between company and customer; work collaboratively to resolve discrepancies and/or disagreements and maintain customer satisfaction.
- Monitor ongoing business trends to effectively forecast sales volumes and communicate product/process changes.
- Understand and advocate for best practices that will result in deployment of ConnectDER products.
- Engage with state and local regulatory representatives to provide education/training aimed at removing barriers to product adoption.

Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

CANDIDATE REQUIREMENTS

Required

- 3-5 years of solar market experience, preferably in sales, operations, or interconnection
- Technical understanding of solar PV system components
- Expert knowledge of NY solar/clean energy market
- Proven experience building sales plans and implementing sales strategies that drive results/profitability
- Experience with project management and workflow management systems
- Ability to communicate ideas and concepts to influence business partners
- Skilled in business acumen, financial competency, negotiation, and problem-solving

Preferred

- A Bachelor's Degree in Business Management, Engineering, or other related field
- Experience in utility program management

CONTACT

At ConnectDER we know that a diverse, equal, and inclusive workplace is a key to our success. All qualified applicants will receive consideration for employment without regard to race, color, religion, gender, gender identity or expression, family status, marital status, sexual orientation, national origin, genetics, neuro-diversity, disability, age, or veteran status, or any other non-merit based or legally protected grounds.

Interested candidates should apply by contacting ConnectDER at careers@connectder.com. Please reference the job title in the subject line and include a resume in PDF format and at least one professional reference.