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**Title:** Business Development Manager

**Location:** 2760 Kenmore Avenue, Tonawanda, NY

**Department:** Solar

**Reports to:** President, Montante Solar

**FLSA Status:** Exempt

**Approval Date:** August 8, 2018 **By:** Daniel Montante

Position Summary

The Business Development Manager’s job is to lead the business development efforts of Montante Solar. This work entails identifying sales leads, leading potential customer engagement, preparing sales proposals, responding to RFPs and negotiating contracts. The Business Development Manager will also support the project development activities of sold solar projects. This work includes supporting project permitting, securing incentives, and working through site plan approval process.

Beyond direct responsibility for driving topline revenue for Montante Solar, the role requires interaction with the larger Montante Group sales organization to work collaboratively to achieve the group company objectives.

This position is responsible for maintaining professional and technical knowledge in and out of the office. This knowledge includes an understanding of the New York electricity markets, utility interconnection guidelines, NYSERDA solar incentive benefits and monetary crediting of solar projects (VDER).

Key Relationships

**Internal:**

* President, Montante Solar
* Electrical Engineer & Commissioning Manager
* Montante Group Sales Manager
* Project Managers
* Montante Executive Team

**External:**

* Potential Montante clients
* Networking events
* NYSERDA personnel
* Municipal planning boards

Essential Responsibilities/Duties:

* Generate commercial solar project leads
* Establish and develop relationships with potential clients
* Funnel leads to purchase contract execution
  + Achieve established annual sales targets
* Coordinate marketing activities with sales activities
  + Monitor, gather, and interpret sales activity data for improved results
* Be subject matter expert on utility interconnection rules and NYSERDA incentives
* Ability to use solar array modeling software (Helioscope or PVSyst) to mock up project layouts

Other Responsibilities/Duties:

* Maintain professional and technical knowledge by attending educational workshops
  + Reviewing professional publications
  + Attending educational workshops (e.g NABCEP training)
  + Establishing personal networks
  + Participating in professional societies

Certifications/Licenses Preferred

* NABCEP – PV Technical Sales Certification

Qualifications, Skills and Abilities Required:

* Interpersonal Skills - open mindedness, the ability to learn, self-confidence, self-discipline, self-motivation, being a self-starter
* Communication Skills - compelling writer and confidence when presenting to groups
* Leadership Skills – Honesty & integrity, can inspire other, commitment & passion, good communicator, inspires others, creativity & innovation, training & mentoring other employees
* Microsoft suite of applications including MS Word, Excel and PowerPoint
* Helioscope or PVSyst
* Strong sales and negotiation techniques
* Minimum two-years of experience in sales or business development related field
* Experience with solar energy, electricity markets or other distributed generation
* Undergraduate degree preferred

Travel:

* Regional travel (< 50 miles) is routine
* Occasional overnight travel

Physical Requirements:

* Ability to drive with clean driving record
* Ability to lift 15 lbs.