



Title: SVP of Sales and Marketing

Location: Louisville, Colorado

Reports to: President - Renewables

Description: Clean Energy Collective (CEC), the nation-leading provider of community solar, is seeking a highly motivated candidate with senior sales and marketing management experience. This individual will be responsible for creating and maintaining a Revenue Generation Process as well as creating a Sales and Marketing Engine that aligns with the strategic direction of the company. The SVP will be responsible for all aspects of Direct Sales management (residential, commercial and government), Channel Sales management and Marketing activities across CEC's solar solutions. This individual assumes a long-term, integrated perspective, while also striving to drive quarterly revenue results, committing to short-term results, forecasting future revenue, and taking accountability for both short-term success and the longer-term sales and marketing strategy. Ideal candidate will have solar retail experience and/or extensive knowledge and experience selling & marketing energy solutions/products. This is a full-time position located at CEC's Louisville, CO office and will require some travel to establish new markets and to hire, train and support personnel.

Key Responsibilities:

1. Create and implement a sales revenue acceleration plan to drive demand and achieve revenue results on targeted revenue streams, aligning sales and marketing to fulfil such plan.
2. Manage and collaborate with the two AVPs of Marketing, VP of Commercial Sales, VP of Residential Sales and VP of Product Management to create and implement marketing and sales initiatives that support the revenue acceleration plan.
3. Create, install and manage a complete revenue process from Suspect to Sale for each revenue stream with accountability for each prospective customer through sale or loss.
4. Accurately audit, track, and control all sales revenue generation activities through Salesforce.
5. Perform appropriate Pipeline Management activities to ensure profitable revenue targets will be achieved and to determine, in advance, the level of risk to obtaining desired goals and what adjustments should be made to accelerate revenue.
6. Ensure that product definitions are established, rolled out and managed in a timely fashion to support marketing and sales efforts.
7. Work with the executive team to continually improve the alignment of each functional group to support the Go-To-Market Strategy.
8. Cultivate, hire, and manage sales and marketing talent in alignment with the revenue acceleration plan.
9. Other duties and responsibilities as outlined by the President, CEO and executive team.

Qualifications:

- BS degree in business, finance, economics, marketing or related degree required; MBA preferred.



- 10+ years of experience managing sales and marketing teams in fast-paced startup revenue cycle.
- 5+ years of executive level sales, marketing and channel management responsibility.
- Proven success in scaling emerging companies from early revenue (tens of millions) to growth revenue (hundreds of million) and beyond.
- Creative and experienced business to consumer leader with real world product sales & marketing experience.
- Solar industry experience required, energy industry experience preferred, but not required.
- Executive leadership experience in product design, product implementation and go to market campaign plans.
- While startup experience is preferred, it is imperative to possess an entrepreneurial mindset and a roll-up-your-sleeves work ethic.
- Proficiency with Microsoft Office and computer familiarity.
- Strong interpersonal skills; math skills, a team player, persuasive negotiator, positive and innovative thinker.
- Detail oriented, well organized, and independently competent.
- Demonstrated ability to multitask and work in a fast –paced, entrepreneurial office setting, including tough decision processes, and rapid rates of change.

The Company: A solar tech start-up in 2009, Clean Energy Collective (CEC) has grown to become the world’s leading developer of community solar solutions. CEC pioneered the model of delivering clean power-generation through medium-scale solar PV facilities accessible to all utility customers. Since establishing the country’s first community-owned solar array near El Jebel, Colorado in 2010, CEC has built or has under development more than 100 RooflessSolar™ projects with 27 utility partners across 12 states, serving thousands of customers, and representing more than 160 MW of community solar capacity. CEC is also the leading provider of community solar software and services to the utility, development and financial industries through its Community Solar Platform™. For more information on CEC, visit www.cleanenergyco.com

Compensation:

Base Salary- Dependent on Experience and Skills

Benefits- Paid Time Off, Medical/Dental/Vision Coverage, Company Equity Plan, Company discount solar purchase program

Contact: Please send resumes to jobs@easycleanenergy.com. No phone calls please.