



**Title:** SVP - Software and Services Sales (BD)

**Location:** Louisville, Colorado

**Reports to:** President - Renewables

**Description:** Clean Energy Collective (CEC) is seeking a highly motivated candidate with commercial software sales experience and strong communication skills to be an integral part of the team for this growing renewable energy solutions company. The position will lead our direct product / services sales efforts across the country. The SVP will develop and refine the company's go to market strategies for our proprietary Community Solar Platform™ (CSP). Our software is a SaaS solution that manages community solar services and utility bill-crediting solutions for utilities, project developers and existing community solar projects throughout the nation (ecommerce, account management, bill crediting, etc.). The person filling this position will work in partnership with the product team to refine the targeting and structure of the company's community solar software solutions. This role will create and own a prospecting plan to directly contact community solar developers, utilities and asset managers in high-priority markets, seeking to implement the company's unique community solar software technology and professional services. The SVP will have intimate knowledge of a unique set of products and hold direct responsibility for managing the CSP sales team to prospect and close opportunities across the U.S. The SVP will also serve as a subject matter expert (SME) when specific community solar services are requested in new utility-driven opportunities. This is a full-time position, based in CEC's Louisville, Colorado headquarters and will require regular travel.

**Key Responsibilities:**

1. Develop and implement the sales strategy to utilize the company's software and services among utilities, solar developers and asset managers nationwide.
2. Assist in the development and production of all sales collateral including proposals, brochures and communications.
3. Manage the CSP sales team to generate new commercial opportunities through direct prospecting and conclude transactions by guiding prospective customers through the entire sales process.
4. Maintain an accurate accounting of all opportunities through the use of the company's Sales Force platform and provide regular reporting on the state of the sales pipeline.
5. Develop comprehensive knowledge of all products and customer agreements to serve as a supportive SME for CEC's community solar technology platform.
6. Participate in ongoing training and product education.

**Qualifications:**

- 10+ years of previous successful commercial SaaS/software sales experience required (individual transactions greater than \$200,000).
- 5+ years of managing a highly effective SaaS/software solutions sales team.



- Strong relationships and familiarity with solar market participants and/or utilities or SaaS sales a strong plus.
- Strong oral, written and telephonic communication skills, as well as analytical skills, a must.
- Must be a self-starter with a strong work ethic and willingness to explore and implement new solutions.
- Be prepared to provide your commission statements for the past two years.

**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](http://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](mailto:jobs@easycleanenergy.com). No phone calls please.