



Title: Vice President of Channel Sales

Location: Northeast

Reports to: SVP of Commercial Sales

Description: Clean Energy Collective (CEC) is seeking a highly motivated candidate with channel and commercial sales/management experience and strong communication skills to be an integral part of managing and driving the sales team for this growing renewable energy company. The Vice President of Channel Sales will define, develop, manage and execute the company's channel Sales and marketing programs targeted at selling through a channel of Independent Sales Representatives (ISR), Retail Energy Providers (REP) and Energy Services Companies (ESCO) that target residential, commercial and government markets throughout Massachusetts, the Northeast and the nation.

This position manages CEC's outreach to residential, government and commercial entities through an independent sales channel that develops leads, directly engages prospective customers, and finalizes customer transactions for the CEC's community solar programs. The Vice President of Channel Sales will maintain an intimate knowledge of the product and its position in the marketplace, as well as drive the CEC independent sales channels in directly closing opportunities. The Vice President manages the CEC Channel programs, training and support structure as well as the selling to and acquiring channel organizations. The Vice President of Channel Sales manages a department that works with the team of Independent Sales Channels as a management and support resource to complete the sales process as a facilitator and process manager for their actively engaged residential, government and commercial customers. This is a full-time position, based in CEC's Worcester, MA (or home office in the Northeast USA (MA/RI/CT/NY)) office and will require regular travel as well as some nights and weekends.

Key Responsibilities:

1. Deliver sales of CEC community solar project through independent sales channels.
2. Acquire, nurture, support and maintain strong and productive channel relationships.
3. Develop and implement channel sales, training and channel management programs in and through independent sales to residential, commercial and government customers throughout the company's service areas.
4. Assist in the development and production of all sales collateral including proposals, brochures and communications.
5. Generate new residential, government and commercial opportunities through independent sales channels and assist channel to conclude transactions by guiding prospective customers through the entire sales process.
6. Maintain an accurate accounting of all opportunities through the use of the company's CRM platform and provide regular reporting on the state of the independent sales channel, sales pipeline.
7. Maintain a comprehensive knowledge of all products and customer agreements and position all efforts to be a resource to the independent sale channel in closing more opportunities.



8. Coordinate direct targeting channels for the residential, government and commercial market by working with marketing team to broaden awareness and general understanding of community solar within the target channels and markets.
9. Manage CEC's Independent Sales Channels team, helping to close their actively engaged prospective customers by providing sales support as needed, explaining final customer agreements and detailed facets of the product.
10. Create and Manage sales, education and promotional events with the independent sales channel to drive skill development, effectiveness and sales closure.
11. Participate in ongoing training and product education for self and transfer that information in an effective way to the independent sales channel.

Qualifications:

- Previous successful experience and knowledge of the retail energy markets.
- Previous successful channel management, commercial and government sales experience required.
- 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.

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.