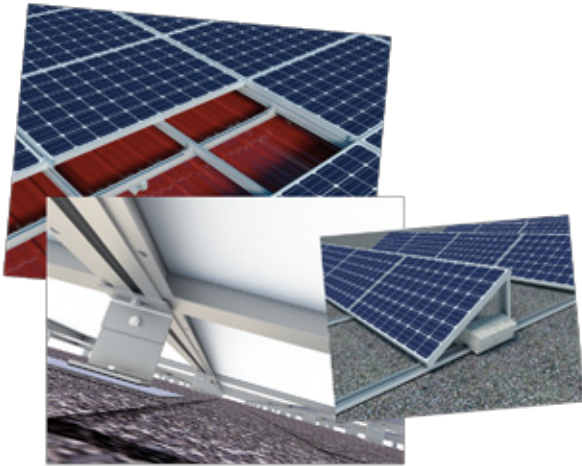


The company

Founded in 2004, Opsun is manufacturing high quality solar panels and mounting systems through the involvement of solid partners such as Celestica and Extrudex. Our end goal is to contribute to record-breaking project successes, every time.

This is why we offer expertise, in-depth support to our partners. Opsun makes the technology difference in solar projects for a maximum return-on-investment.



Location: Toronto, Ontario

Wages : Fix + commissions - TBD according candidate tracking record

Qualifications

Sales experience 3- 5 years of products in electrical, HVEC, solar or energy industry
Sales experience with engineering firms, EPC and general contractors

Education

Scientific scholarship or equivalent
Business and administration scholarship

The job

Contributing to the growth of the business, the sales representative is in charge of all sales activities related to General Contractors / Integrators / EPC channels in Ontario.

Responsibilities :

1- Implementation of the corporate business development and sales strategy

- Participate to the development of the corporate business development and sales strategy
- Develop, maintain, and execute a sales & marketing business plan
- Participate to business innovation measures

2- Business development

- Responsible for the sales of company's products in the integrators / EPC channels
- Construct proposals and quotes
- Conduct and create effective sales presentations
- Determine best sales methods and find sales leads
- Man tradeshows as an exhibitor
- Attend site visits
- Maintain a database of qualified leads
- Maintain accurate records of all sales and prospecting activities
- Conduct market intelligence activities

3- Results tracking and budgetary control

Skills and abilities

- Excellent communication skills, written and oral
- Relational and negotiation skills
- Adhere to all company policies, procedures and ensure that they are communicated and implemented within the team
- Leadership and passion



Apply !

Send resume to arossetti@akova.ca