**SolarKal VP of Business Development**

**About SolarKal**

SolarKal is the leading solar energy advisory and brokerage firm in the US, representing more than $70M of solar energy transactions. SolarKal is working with real estate owners, businesses and corporations on implementing solar energy by providing strategy, feasibility and procurement services, all via the largest network and marketplace of solar vendors. Through our proprietary and award winning model and platform, clients can easily compare customized quotes from our marketplace of 120+ solar providers, and save more than 30% compared to market rates. SolarKal helps its clients with securing financing, understanding national policies, and maximizing solar incentives.

Our team is passionate about what we do and the people we work with. We believe in transparency, enthusiasm, and negotiating the best terms for our clients. The positive social impact we make is an additional and significant benefit.

**Job Description**

The SolarKal VP of Business Development’s primary responsibilies are (i) to increase new business by identifying, sourcing, and closing viable prospects for solar energy services across a variety of industries, and (ii) to strategize on all company technology platforms to optimize revenue growth. The VP of Business Development will manage their own book of clients from origination, face to face meetings, closing and execution, with the support of the internal SolarKal team. In addition, the VP of Business Development will work company-wide in order to recommend technology changes and strategies that will enhance areas such as CRM and product platform. The VP of Business Development reports directly to the CEO and Founder of SolarKal, and is expected to make a major impact on the company’s top line revenue. This position is based in New York.

Principal duties and responsibilities:

* Develop and maintain a strong new business pipeline, managing both early and late stage opportunities;
* Conduct face-to-face client meetings with senior executives
* Research and identify new and viable direct prospect opportunities. Originate transactions through existing relationships, direct reach out to companies, SolarKal’s inside sales and channel partners, and other sales processes;
* Identify and nurture channel relationships (architects, bankers, private equity funds, energy advisors and other appropriate; partners)
* Identify and attend relevant and appropriate industry and regional events and trade shows for networking and new business opportunities;
* Identify and recommend technology changes, including software projects and partners, that improve SolarKal’s sales efforts and related processes;
* Create new and improved sales protocols in order to optimize SolarKal’s sales efforts;
* Create new categories of relationships, leading to increased deal activity.

**Key Qualifications**

Candidates who qualify for this position have 5+ years of advisory and/or sales experience in a services and/or energy company.

If you possess the following, we’d like to hear from you:

* Bachelor’s degree in Business, Economics, Finance, Engineering or related field required; MBA or similar graduate degree desired;
* Ability to source leads and convert prospects to clients;
* Demonstrated presentation sales, negotiation and influencing skills;
* Self-motivated with a high-level sales mentality;
* Experience in and knowledge in the services industry, preferably in energy
* Experience marrying technology with sales optimization
* Strong face-to-face sales skills, with proven track record of closing complex deals;
* Ability to communicate complex issues in a simple, effective, persuasive way;
* Comfortable with regional and national travel;
* Passionate about SolarKal’s unique market positioning and mission.

Job Benefits

* Casual, entrepreneurial, comfortable, fun and proactive with an accountable, high performance, and results oriented work environment;
* Salary and commission package that will track market, with no cap;
* Be part of a fast-pace, fast-growing company with an easy to sell solution and a proven track record;
* Work in an industry that is new, growing, and exciting; and one that helps the planet.