



SALES EXECUTIVE – SOLAR ENGINEERING

Blue Oak Energy, Inc. is a commercial and utility scale solar electric project firm based in Davis, California. We are recognized internationally as one of the industry leaders in designing, planning, and managing the installation of some of the largest solar electric projects in North America. Our core mission is to develop as much high-quality photovoltaic generated energy as possible in our lifetimes.

We are currently seeking a talented *Sales Executive – Solar Engineering* to focus on prospecting, developing and closing sales for solar design and engineering for major **commercial and utility-scale solar** projects. In this position, you will work closely with our business development team to target prospects, deliver sales presentations and quotes to decision makers, and negotiate and sign contracts with major clients.

We believe that our employees are the future success of our company. Thus, we offer a fun, challenging and rewarding environment with competitive salaries, outstanding benefits and career development opportunities. You will be a part of a dynamic and dedicated staff of 30+ people. The environment at Blue Oak Energy is fast paced and energetic. We are anticipating national growth and are looking for people who are interested in growing with us.

This is a solid opportunity to work on the forefront of a vital, growing industry.

Responsibilities:

- Meet or exceed established sales goals for commercial and utility-scale solar projects.
- Develop new business relationships with solar developers, financiers, integrators, manufacturers, utilities, construction firms, electrical contractors, roofing contractors, and EPC companies to provide solar design and engineering services.
- Communicate with key decision makers to identify customer requirements and develop solar opportunities.
- Evaluate site-specific information and perform financial analysis to assess project feasibility and cost-effectiveness.
- Present professional proposals and price quotes to prospective clients.
- Negotiate and secure contracts with clients for engineering of commercial and utility-scale solar electric projects.
- Work with engineering team to hand-off solar projects and ensure effective communications with clients to support the design and engineering of high-quality solar projects.
- Manage new accounts to provide high levels of client satisfaction in order to increase the potential for repeat business.



- Manage organizational resources in partnership with the engineering team; continuously collaborate with management to assess and build customer relationships.
- Develop, maintain and foster consistent practices for customer support, project pricing, customer proposals and providing continual feedback to management.
- Contribute to an amicable working environment with other associates and employees.

Qualifications:

- Bachelor's degree in engineering, plus 5+ years of sales experience in technology, energy services or construction.
- Proven track record in developing new business, presenting to C-level decision makers, closing sales contracts, and growing accounts with commercial customers.
- Experience with financial analysis and deal structuring is strongly preferred.
- Solar electric sales experience and a working knowledge of the challenges faced by solar electric system installers.
- Electrical and/or general contracting experience. An advanced knowledge of electrical systems, construction practices and construction techniques is desired.
- Knowledge of solar rebates, incentive programs, and electric utility rate structures is strongly preferred.
- Excellent written and verbal communications, plus superior presentation skills.
- Self-motivated, proactive, professional, ethical, and committed to excellence.
- Demonstrated ability to communicate effectively with customers of all disciplines.
- Excellent computer skills, including MS PowerPoint, Excel, Word, and Outlook.
- Experience with Salesforce.com is preferred.
- Attention to detail, highly organized, and skillful at working on multiple projects simultaneously.
- Ability to work effectively in fast-paced and dynamic start-up environment.
- Willingness to travel as needed (up to 25%).
- Ability to contribute to an amicable team working environment.



Application Requirements:

Only resumes submitted with a cover letter will be considered. References will be contacted for all final candidates.

Respond to: careers@blueoakenergy.com, with EngineeringSales in the subject line.
Start date: August - September 2010
Annual Salary: Competitive
Benefits: Medical, dental reimbursement, 401k, paid vacation and more!