



## Job Posting

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### Key Account Sales Manager

#### JOB SUMMARY

Sales position that supports the day to day activity of the sales team and grows the company's relationships with all construction and developer business partners.

**ESSENTIAL DUTIES AND RESPONSIBILITIES** include the following. Other duties may be assigned.

- Develop key business partners within the solar industry.
- Act as primary point of contact for designated partners.
- Organize and keep track of sales development efforts.
- Interface with partners and assist in providing financing and transactional support during project development.
- Perform customer presentations and seminars.
- Attend trade shows (3-4 per year).
- Travel to meet with key accounts and partners throughout the year.
- Answer customer inquiries via telephone or e-mail.
- Compile lists of prospective partners for use as sales leads, based on information from business directories, industry ads, trade shows, Internet Web sites, and other sources. Follow-up and coordinate sales lead development activities.
- Support forecasting activities and opportunity tracking activities in Salesforce.com.
- Work with marketing teams to plan and coordinate customer-marketing efforts.
- Conduct market research based on various sources listed above.
- Prepare proposals.
- Perform lead follow-up activities.

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4/13/2015

To find out more about these postings, contact the New Energy Equity Human Resources Department by e-mailing: [info@newenergyequity.com](mailto:info@newenergyequity.com)

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## QUALIFICATIONS

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required.

- Experience in sales and account management.
- Strong organizational skills.
- Goal oriented.
- Experience working in sales teams and sales management.
- Experience in the solar industry required.
- Experience developing and financing solar projects desirable, but not required.
- Computer skills including MS Office, Outlook, Excel, Word, and PowerPoint.
- Associates degree level or higher.
- Strong written and oral communication skills.
- Self-starter, and naturally motivated to work hard and accomplish goals.

## WHO WE ARE

As an end-to-end project team with experience handling all aspects of the development process, New Energy Equity completes all transactional activities such as financing, legal contracts, production modeling, engineering, permits, and construction management of solar projects. As a fast growing privately owned company, New Energy Equity prides itself on being innovative, professional, and customer focused - completing solar projects on time and on budget every time. Join our team today, and enjoy the rewards of an exceptional work environment.

*New Energy Equity LLC provides equal employment opportunities (EEO) to all employees and applicants for employment without regard to race, color, religion, sex, national origin, age, disability or genetics.*

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