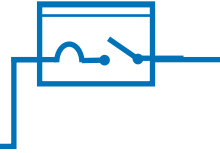




Director of Business Development Sundial Energy Job Description



Position Description

Sundial Energy is seeking an experienced sales leader to join our growing team. The position is eligible for a hybrid remote/in-office arrangement and will be a key member of Sundial's leadership team based in St. Louis Park, MN. The ideal candidate will be adaptable, results-oriented and have a track record of growing successful B2B sales organizations and driving exceptional client outcomes.

Sundial Energy

Sundial Energy is the premier commercial solar developer in Minnesota. Founded in 1999, Sundial is one of the longest standing solar developers in the State, providing clients with turn-key commercial solar solutions including development, installation and service. The Sundial team takes a consultative approach to solar, leveraging our decades of experience to provide clarity and confidence to our clients as they look to join the green revolution. We have paved the way for the solar industry in Minnesota since our inception and continue to be at the forefront of solar innovation.

www.sundialsolarenergy.com

Responsibilities

- Lead and manage a team of account executives and business development representatives to drive strong sales results and outstanding outcomes for clients and their solar developments.
- Participate in strategic business planning with the leadership team to identify, evaluate and execute investment and expansion opportunities.
- Develop relationships with current and future partners, including but not limited to: target customers, independent power producers, utilities, renewable energy financiers, landowners, commercial property owners and roofing contractors.
- Manage and expand marketing and advertising activities.
- Plan and execute growth initiatives, new market entrance strategies and expanded service offerings.
- Create and improve customer value propositions, delivery methods and customer feedback loops.

- Oversee RFP responses to ensure competitive proposals are delivered and client/off-taker specifications are met or exceeded.
- Produce sales reports and forecasts to the leadership team.
- Other duties as requested and/or determined.

Qualifications

- Bachelor's Degree or higher in marketing, finance, economics, engineering, environmental science, construction management or similar fields.
- Demonstrated success in motivating and managing sales teams.
- Independent and resourceful leader that is proficient in overseeing several complex projects concurrently and accomplishing priorities.
- Strong experience in creating and closing sophisticated financial transactions.
- Track record of excelling in a high-growth and dynamic organization is preferred.
- Experience managing a CRM platform.
- Excellent verbal and written communication skills.
- Proficient in Microsoft Office including Word, Excel and PowerPoint.

Benefits

- Health insurance
- Dental insurance
- Vision insurance
- 401k with company matching
- Flexible paid time off
- Incentive compensation based on performance