



Megawatt Recruitment Overview:

Megawatt Recruitment is a specialist recruitment firm focusing on Renewable Energy that works with leading US and international firms across the globe to attract top talent.

Employer Overview:

Founded nearly 15 years ago, the company you will join has over 175 clients globally and has contributed to nearly 15GW of operational solar capacity. It is a global leader in quality assurance, testing, and certification of solar photovoltaics (PV), battery energy storage systems (BESS), and related equipment such as cables, racking systems, and inverters. Headquartered in Asia but with European founders, this is a cosmopolitan company with a fabulous working culture.

When you join this technical compliance and quality engineering consultancy, you will be developing and implementing custom quality assurance strategies for solar developers, IPPs, EPCs, utilities, financiers, and insurance companies. When solar and battery storage systems have maximum up-time, they are not only operating more efficiently to produce better return on investment, but they also minimize the amount of conventional energy required for the grid. Your role will directly contribute to putting and keeping more renewables on the grid.

Position Overview:

As one of two **Directors of Business Development** to be hired in the United States, you will be working remotely and will be responsible for introducing the company's services to the U.S. market.

In this role, you will conduct B2B sales for solar equipment testing and certification services. The target audience is businesses who have or will be purchasing solar PV modules, PV components, and/or battery energy storage systems (BESS) directly such as:

1. **Project developers** and the **EPCs** who are responsible for purchasing equipment and have a vested interest in ensuring equipment performs to its highest potential capacity to minimize maintenance costs and warranty claims.
2. **Investment banks, pension funds, private equity**, and other financiers who rely a stable investment return rate (IRR) in order to pay back shareholders and investors whose money is used to bring solar projects to fruition.
3. **Insurance** and **Re-Insurance** companies who can potentially give project developers and EPCs a preferential rate if the inspection and certification of solar components can reduce overall risk of underperformance, damage, claims, and downtime.
4. **Asset Managers** and project owners such as **utilities, corporations**, and **IPPs** who may have existing plants that are underperforming and require inspection services to determine the root cause.

The two main service lines that you will sell are:

1. In-production quality audits and inspections during the solar module manufacturing process in order to ensure equipment is manufactured with the correct materials and that any defects are corrected before leaving the manufacturing plant.
2. In-field equipment testing and inspections when project owners need to investigate reasons for solar plants underperforming.

Location: Fully remote from anywhere in the U.S.

Key Responsibilities:

- Building on the relationships the company has with developers, IPPs, and utilities that are building renewable energy projects around the globe, foster those relationships in the United States
- Work with other global team members to collaborate on cross-national/global accounts
- Knowing that the sales cycle is typically 6-18 months, create a strategy to engage with target clients on a regular basis through phone calls, in-person meetings, and webinars
- Build rapport with and educate clients on the company's value-add and advantages over other testing and certification companies
- Keep abreast of new projects coming to market in your area of responsibility and proactively reach out to new potential clients

- Represent the company at conferences, exhibitions, and other industry events
- Prepare quotations for services and lead clients through signature of contracts
- After onboarding clients, do a handover to the Account Manager assigned to support your accounts

Requirements:

- Technical experience with utility-scale solar or battery energy storage such as project development, engineering, R&D, testing, evaluation, or similar in a B2B capacity
- Knowledge of solar PV or BESS testing procedures
- Personable, outgoing, and likes to be client-facing
- A problem solver with a “Can Do” attitude
- Ability to self-manage and work autonomously as you will be the only employee in the region

Other notes:

- This position reports to the Director of Business Development for International
- This position does not have direct reports, but could in the future as part of career progression
- Career progression could include:
 - Building out a team of regional sales people
 - Becoming a regional Technical Manager
 - Moving internationally to start sales in new markets such as LatAm or Canada
- Travel of 25% likely in order to attend conferences and/or client meetings on a monthly basis.
- Must be in the United States with United States work authorization at the time of applying for this job. No overseas relocation budget allocated for this position or for visa processing.

What our client offers:

- Base salary + bonus + **uncapped commissions** paid monthly and **recurring commissions**
 - Base salary likely between 65,000 – 85,000 depending on track record of sales performance, location, and other factors; may be higher for the right person
 - Commissions of nearly 6% of sales made for both new and recurring deals
 - Annual revenue target typically \$1-2 million after ramp-up period of 6 months
- World class technical sales training from internal and external sources
- Global brand name company with industry reputation for quality and honesty
- Positive culture
- Opportunity to join the company in a new market – blue ocean all around!
- Fast-paced work in one of the fastest growing industries in the world