

## Director of Sales Energy

### OPPORTUNITY

Ainira Industries is currently seeking applicants for Director of Sales Energy. We are looking for a highly intelligent, confident and persuasive manager, experienced selling complex value propositions for solar capital equipment (PV trackers, PV modules) and services to developers, system integrators and/or OEMs.

### JOB DESCRIPTION

The Company provides a platform and business solutions to design, automate, and manage renewable energy systems around the world. Company's suite of products creates an ecosystem where project developers, EPCs, OEMs, financiers, and project operators can deploy advanced renewable energy solutions using a seamless hardware-agnostic platform.

### RESPONSIBILITIES

- Meet and exceed annual sales goals at target accounts including contracted revenue of bookings and billings
- Evaluate and prioritise sales leads and opportunities through account profiling, business networking, and market penetration strategies
- Report to SVP of Business Development and own account relationships for all commercial, technical, and strategic areas of value creation for the customer and company
- Present company's value proposition technically and financially for large scale ground mount PV projects
- Qualify and close high value customers and projects in alignment with company's roadmap
- Guide customers through the sales process, working with engineering team to provide the most appropriate technical solution to optimise customers' competitiveness
- Track and improve sales metrics for projects through pipeline management, business velocity, and partner relationships
- Work closely with the application, business development, product, engineering, and executive teams to improve Ainira and its partner's products and solutions
- Manage the customer contract negotiation process, achieving rapid time to close
- Lead day-to-day co-selling activity with supply chain when relevant, and technical responses to customer RFIs and enquiries
- Maintain accurate sales forecasting and reporting  
Prepare and arrange reports, budgets and forecasts and presenting them to governing bodies
- Meet regularly with direct reports to review performance, recommendations and reports, and identify any issues and set expectations of goals
- Represent the organisation at official occasions, in negotiations, at conventions, seminars, public hearings and forums, and liaising between areas of responsibility
- Maintaining awareness of the competitive market landscape, expansion opportunities, industry developments

## **SKILLS and ABILITIES**

- Minimum 5 years' experience selling hardware and/or services in the energy industry
- Ability to adapt and contribute to process improvements in a fast-paced environment
- Ability to thrive with high autonomy and knows when to pull-in resources to close business
- Demonstrated ability to work with cross-functional employee groups
- Understanding of finance/business concepts (NPV, ROI, IRR, etc.)
- Results orientated, responsible, professional, high drive, impactful, focused, and takes initiative
- Demonstrated high degree of initiative, creative problem solving, attention to detail, and calm under fire
- Travel (up to 50%) primarily in Australia, may include South-East Asia, USA and Europe occasionally
- Able to engage effectively with others on the senior management team in sales, product, manufacturing, finance, and legal, as well as to presenting effectively at Executive Management and Board level
- Outstanding communications skills also a must – succinct and to the point in one-on-one, small group and public speaking events for a variety of content (e.g. presentations, proposals, strategies etc.)

### **Highly desirable experience:**

- Existing network of solar developers and system integrators within the solar industry
- Experience in solar plant CAPEX estimating and PVsyst modelling
- Experience in energy software sales
- Good understanding of the energy markets and power systems

### **Highly desirable experience:**

- As an employer who embraces Equal Opportunity and promotes diversity, we encourage men and women of all ages and backgrounds, including Indigenous Australians, to apply

## **COMPENSATION**

The Company offers a competitive compensation and benefits package.

## **APPLY**

Click "Apply" below or use form in the Contact section – quote the reference number HR-RNW-0074. Only the shortlisted candidates will be contacted. Thank you for your interest.

Recruitment agencies, please note that no agency candidates will be accepted.