

Account Manager

Sales · North Valley / Bay Area, California

Do you want to be a part of the new energy revolution? Are you inspired by helping businesses capitalize on their existing assets? Do you have a passion for learning about people, solving their problems and being part of an innovative start-up?

About the Company

RST CleanTech is the global leader in automatic solar panel cleaning technology. With the maturity of the solar market, operations and maintenance is a vital part of these assets. RST CleanTech is based out of Israel and recently expanded into the U.S. market where we are expanding rapidly. We are responsible for designing, installing and maintaining our innovative technology on solar projects across the U.S. RST CleanTech is committed to being the industry leader through superb customer service and a gold level standard in both product and innovation.

Position Description

This position's overarching goal is to develop relationships and deploy RST CleanTech technology with clients that *currently have solar assets installed*. As a secondary focus, develop relationships with organizations that install solar assets. Combined, these relationships will lead to success and growth within RST CleanTech. This position reports directly to the Head of Sales – North America.

Essential Duties and Responsibilities include, but are not limited to:

- Perform assessments of qualified potential customers solar cleaning needs, including basic site characteristics, challenges, and opportunities.
- Use your knowledge of a customer's objectives, current cleaning methods, financial situations and site specifics, to develop a proposed automatic solar cleaning solution that will save customers money and exceed their expectations.
- Manage customer relationships and serve as the voice of the customer after the sale.
- Build and manage a sales pipeline and keep customers that exhibit a longer sales cycle engaged.
- Leverage satisfied customers to expand sales pipeline and generate follow-on business.
- Invest most of your day (3 days a week in the field, 2 in the home office) contacting and meeting clients, then updating each opportunity's status in our CRM. The balance of your day will be developing proposals by working with RST CleanTech colleagues.

- Achieve sales objectives designed to be aggressive but achievable. We want to set you up for success: reasonable numbers that ramp over time while you are learning internal processes and product value proposition.

About You:

- You have a knowledge of, deep interest in, and relationships within the Agricultural sector and solar industry throughout California.
- You are interested in and can thrive in a small, agile, aggressive, values-driven organization.
- You see the big picture, knowing any money producing asset is only as valuable as its maintenance and upkeep.
- You have a solutions mindset with a passion for both connecting with people and assessing technical details.
- You can embrace *new ways of thinking* and educate your customers on perspectives and issues they might not be aware of.
- You *love to hustle* and believe the harder you work, the more confident you will become which will lead to greater success.
- You are a self-starter and do not require daily supervision.
- You understand and embrace time-management, innovation, relationship building and basic sales techniques such as prospecting, organization, value propositions and closing.

Required Qualifications:

- Available, eager and willing to work hours as needed to fill your opportunities and pipeline including cold calling and attending conferences out of town.
- You have knowledge of basic construction principles, including light electrical and/or plumbing. Landscape and/or irrigation knowledge highly preferred.
- Own or have daily access to a dependable vehicle with which you will use to meet clients at their location(s). Regular travel (Tues/Weds/Thurs) expected within the bay area and northern California valley. Sacramento north to Redding. Bay area east to Reno.

Preferred Qualifications:

- Current or recent verifiable work history, preferably in California for at least two years, in which you projected and met annual sales targets and/or worked in a sales/business development capacity.
- Hold or currently pursuing a bachelor's degree in Agricultural Business or related field. (Business, Management, Sustainability)
- Have a technical aptitude and a passion for connecting, mingling, and networking with people.
- Have knowledge of the Agricultural region of California, including trends, policies and government regulations.
- Able to identify, evaluate, scope, and specify solar PV systems from a small residential to multi-megawatt projects. (Identify panel, racking type, etc.)
- Ability to explain complex value propositions (including ROI, Cash Payback, and IRR) as well as financing options to customers and understand which options best fit with which customer objectives or circumstances.
- Have a knowledge of solar energy, utility, and/or sustainable/environmental trends and policies.

Work Environment & Physical Requirements:

While performing the duties of this job, the employee is occasionally exposed to moving mechanical parts and vehicles. The noise level in the work environment is usually quiet to moderate. Reasonable accommodations may be made to enable people with disabilities to perform the essential functions of the job.

Compensation:

Salary is based upon experience and education. You will receive benefits and commissions on top of it. RST provides generous PTO, unlimited growth and unlimited learning opportunities.

EEO Statement:

It is the policy of RST CleanTech USA to provide equal employment opportunity to all persons without regard to sex, race, color, national origin, ancestry, citizenship, religion, age, physical or mental disability, medical condition, sexual orientation, gender identity or gender expression, military or veteran status, marital status, registered domestic partner status, genetic information, or any other basis protected by applicable federal or state law. This policy applies to all aspects of employment, including but not limited to: recruitment, selection, training, promotion, transfer, compensation, demotion, termination, etc.