

Director of Sales



JAZZ Solar Solutions is an Ottawa-based Clean Energy leader founded by technology and business entrepreneurs from the Energy, Telecommunications and Construction industries. We are dedicated to helping homeowners, businesses, First Nations and Municipalities of Ontario participate in the Ontario Power Authority's (OPA) Feed-In Tariff (FIT) program. With over 200 JAZZ systems online, JAZZ is actively engaged with the development of Renewable Energy projects with First Nations across North America, and Internationally.

Job Title: Director of Sales & Marketing

Position Description:

The Director's primary role is to make profitable sales happen. The successful candidate will be responsible for all sales and business development activity for JAZZ Solar throughout Ontario. We seek a fully engaged and committed individual that has the drive to close contracts and lead the sales process from a team perspective. You will also be involved with recommending and executing strategic initiatives to grow the business.

Job Objectives:

- Develop and manage the performance of sales & marketing activities
- Provide leadership towards the achievement of quarterly sales goals and sales plan
- Establish sales plans and strategies to expand the customer base in the defined territories
- Develop, train and manage sales personnel to ensure the sales plan and objectives are met
- To ensure the most qualified sales team is in place to achieve company goals

Role & Responsibilities:

- Be an active member of the management team, reporting to the CEO
- Set objectives, performance and development plan for sales personnel on a quarterly basis
- Achieve forecasted sales by following the sales process, and modify as necessary
- Provide timely feedback to the management team regarding sales and marketing performance
- Lead the development and implementation of marketing plans and marketing materials
- Ensure that CRM and sales processes are being followed
- Represent the company at trade shows, fairs and other events
- Make presentations at seminars
- Manage inside sales activities
- Engage in direct selling activities
- Set an example for the sales team in areas of commitment, organizational and selling skills and work habits
- Be the voice of the customer within the company
- Manage the sales team including mentoring, recruitment and hiring when required
- Recruit strong sales staff.

Requirements:

- Extensive direct sales and management experience, energy industry knowledge is an asset
- Experience in CRM
- Related education in business or technical field
- Willingness to travel
- Proven ability to drive the sales channel to achieve positive results

JAZZ Solar is looking for Stars who dream of building a great company. JAZZ offers base salary, commission, equity ownership and an exciting entrepreneurial culture like no other.

To apply for this position [click here](#)