

Sales Application Engineer

Position Description Summary

Reporting to Vice President of Sales, this position will be part of the Distributed Generation (DG) Solutions Sales Team and requires close coordination with Sunpreme's engineering, and R&D teams to drive the definition and implementation of a differentiated product strategy. He/She will provide expert input into product bundle development and work on the technical and design aspects of specific projects. This position provides a critical function within the DG Solutions Sales Team and will interface with channel partners (developers, integrators, EPC firms, installers, etc.) and end customers for residential, commercial and industrial projects, as needed. He/She will own the overall success of the technical applications and proposals of Sunpreme's DG System Solutions.

The position requires a good understanding of residential, commercial and industrial end customer technical and service needs as well as channel partner technical information needs. He/She will collaborate with suppliers of balance of system components (e.g. inverters, mounting systems, monitoring software) to determine product bundle(s). The development of technical materials/data sheets, provision of technical consultancy and proposal/sales support, and delivery of training are critical functions of this position.

The leader in this role will bring a collaborative approach to help drive sales. He/she will have broad strategic thinking abilities, coupled with excellent leadership skills to help the company define its competitive advantages and target to win in a growing solar PV market. We are looking for energetic, resourceful leader, with strong product/solution development, sales support, and positive can-do attitude. Superior attention to detail and continually striving for business excellence will be critical competency for success.

Essential Duties & Responsibilities

- Lead application engineering/technical support functions within Distributed Generation Solutions team
- Provide expert input into initial and ongoing product development, based on understanding of end customer needs. Collaborate with suppliers of balance of system components (e.g. inverters, mounting systems, monitoring software) to determine product bundle(s). Coordinate with Sunpreme's engineering and R&D teams
- Support the technical and design aspects of specific projects. Work with internal groups, channel partners, and end customers. Prepare and provide/present proposal/project information, as needed. Conduct site visits, if/as needed
- Support product piloting, launch, and ongoing marketing. Develop/package clear and robust technical materials to fulfill end customer and channel partner technical information needs. Provide training, as needed
- Ownership of the overall success of the technical application of Sunpreme's distributed generation solutions
- Understand the relationship between key technical application metrics and Sunpreme's Solar business performance
- Ensure that businesses processes include the capture of data needed to analyze key technical application metrics
- Perform analysis and report findings and recommendations
- Track progress and create feedback loops. Perform quality checks, as appropriate

- Responsible for overall channel partner/end customer satisfaction related to Sunprime's application engineering/ technical support
- Business planning and business processes/tools
- Report on the status of key issues status and key technical application metrics, and contribute to business forecasts and other reporting needs
- Collaboratively create, implement, and document/communicate efficient business processes on an ongoing basis. Systematize/automate processes and develop tools to enable scaling

Desired Experience

Must be able to perform each essential duty satisfactorily, and possess the following:

- An undergraduate degree (B.S. / B.Eng.) in electrical engineering, photovoltaic/energy technologies, power control, or other relevant technical field.
- Professional Experience: Minimum of two years of professional experience. Experience in both rapidly growing organizations or a smaller private company is preferred.
- Functional Experience: Minimum of one year in application engineering and/or technical support in power systems.
- Industry Experience preferred : Experience in the solar or power/energy management industry, with at least 3 years in solar applications, ideally in the commercial and industrial market segment.
- Skilled in Finance and Business modeling for solar project proposals to Channel Partners and Clients.
- Excellent interpersonal and communication skills. Ability to effectively present information and respond to questions to executives, managers, partners and customers.
- Capable of working in a highly collaborative and dynamic environment.
- Geographic Experience: Experience in the US required, with experience in multiple geographies preferred.

Critical Competencies for Success

- Leadership: Ability to develop, manage, and lead application engineering/technical support functions within an organization. Ability to translate objectives into direction for self and others, particularly in ambiguous situations within fast changing internal and external environments.
- Technical Expertise: Demonstrated expertise in application/technical support for photovoltaic products and other energy technologies/systems. Understanding of mechanical and civil engineering principles. Creativity and innovation encouraged.
- Problem Solver: Demonstrated track record as a problem solver, with a flexible/dynamic mindset and ability to identify and fill gaps.
- Technical Writing/Materials: Ability to develop/package clear and robust technical materials to fulfill end customer and channel partner technical information needs.
- Communication: Excellent communication (written/verbal) and listening skills. Fluent in English, with additional languages preferred.
- Customer Orientation: Demonstrated ability to deliver high-quality technical customer service to internal groups, channel partners, and end customers.
- Performance Measurement: Ability to understand the business implications of key technical application metrics, capture needed data, perform analysis, and report findings and recommendations.

- **Process Development:** Collaboratively create, implement, and document/communicate efficient business processes on an ongoing basis. Orientation towards systematization and tool development, as part of ongoing activities, to enable scaling.
- **Team Orientation & Management Skills:** Team player with collaborative mindset – invested in the overall success of the solutions sales team.

Company Information

Who We Are

Sunpreme is a five year old Company rapidly transitioning from a start-up to a growth phase global enterprise. We have a significant presence in Sunnyvale, CA, the heart of Silicon Valley innovation culture. Our R&D Center is located here to drive a constant stream of technology innovations for a multi-generational roadmap. We also have a fully functional, state-of-the-art integrated production line in Jiaying, near Shanghai in China. This factory has demonstrated manufacturing-worthiness and cost model for production at 21% on CZ Si wafers, 156mm-square processed in in Gen6 LCD-FPD based production systems. These cells are packaged in thin- profile double glass panels which have been successfully deployed in the US, Japan, China, India, Nigeria, the Philippines, Australia and soon, Antarctica. We have also demonstrated extendibility of our technology to 210mm cells and modules. . As of now, we have over 200 employees: Our Robust, Reliable, aesthetically pleasing double glass Solar PV module is certified with UL 1703, IEC 61215, IEC 61646 and IEC 61730. Outputs rated at 360W for 72-cell panels and 300W for 60 cell panels.

Vision

Our Vision is to be a model global enterprise in the clean energy eco-system.

Our Values are: (a) World-class customer-centric Innovations, (b) Global Reach (c) Lean Teamwork

Mission

To grow a global business around our green SmartSilicon® solar technology with a game-changing Moore's law driven cost-performance leadership, thereby making a major impact on the clean energy eco-system.

www.sunpreme.com [Please also Google "Sunpreme IFC" to see multiple entries from World Bank's IFC and China]

Sunpreme is an Equal Opportunity Employer.