



## **Nexamp, Inc. Seeking Director of Sales**

### **Position Summary**

Nexamp is seeking a Director of Sales to lead our nationwide sales initiatives. Nexamp is a vertically integrated solar energy Independent Power Producer (IPP). Our products include both roof top and utility scale ground mounted solar facilities for utility, MUSH, C&I and other clients. In addition to full ownership of plants, Nexamp offers third-party services such as EPC, asset management, O&M and off-take agreements. We are seeking an experienced and can do hands on professional to join our highly motivated and effective team. For more information: [www.nexamp.com](http://www.nexamp.com).

Job location is Boston and/or North Andover, MA.

### **Duties and Responsibilities**

Responsible for the development and performance of all sales activities, including, but not limited to:

- Management and development of all aspects of the sales process and reporting
- Management of sales force direct reports
- Responsibility for lead development through close of sale
- Development of sales presentations, proposals, and other materials and tools
- Management, training, and support of all Nexamp employees and partners involved in sales process
- Build and manage long-term customer relationships/partnerships
- Build and manage network of prospective customers
- Travel as needed
- Support marketing activities, expansion to new geographic markets, product development, and project management of integration projects as needed

### **Qualifications**

Ideal candidate must be bright, enthusiastic, self-motivated, results-oriented, and a team player. The candidate must have 7-10 years of increasing sales responsibility with at least 3-5 most recent years experience in the solar energy IPP sector. The candidate shall communicate the value of products to a variety of decision-makers, and be able to efficiently identify the decision-maker and their need for the product. The candidate should manage a sales process that is organized and analytical, and be able to eliminate obstacles to sales through creative and adaptive sales methods. The candidate should be prepared for increased responsibility in a rapidly growing company. In addition:

- 4 year degree in business, engineering or equivalent education/experience
- **Required Skills.** Understanding of energy service industry and related offerings, excellent written and verbal communication skills, and proficiency with MS Word, Excel, and PowerPoint

### **Compensation**

Competitive pay and sales commission, plus benefits

**Please forward your cover letter, resume, and salary requirements to**  
[hr@nexamp.com](mailto:hr@nexamp.com).