



Title Commercial Sales Manager

Reports to ATI CFO & Sales VP

Job Description

Array Technologies, Inc. (ATI) is the global leader in solar tracking. The Company is experiencing explosive growth built on our best-in-class technology and dynamic team. ATI is seeking highly skilled, self-motivated people who want to accelerate the world's adoption of clean and economic energy. If you meet these criteria please consider the company that has been leading the solar energy revolution for 27 years.

ATI is currently seeking a Commercial Sales Manager who will manage multiple commercial aspects of Array Technologies' (ATI's) domestic and overseas sales operations. The Commercial Sales Manager will manage sales operations for ATI's global sales footprint. The Commercial Sales Manager will be responsible for highly analytical activities such as pricing, forecasting, contract management, and project research support, while also providing operational and other typical sales operations support activities for a highly technical, configurable product. The Commercial Sales Manager will work to optimize customer satisfaction, sales operations efficiency, and customer contract management activities.

The Commercial Sales Manager will understand sales and customer commercial metrics and concerns and work to improve ATI's processes in response. The manager will advocate for the customer within ATI by defining customer requirements, prioritizing these requirements, and identifying new opportunities for ATI to add value. The position is located in Albuquerque, N.M.

Duties and Responsibilities

- Manage ATI's customer contract negotiations and contract management processes.
 - Manage ATI's sales forecasting, reporting, pricing, and other sales commercial processes.
 - Manage customer contract activities to ensure ATI's adherence to requirements.
 - Manage company forecast process, and ensure that all data is kept up to date within Salesforce.
 - Define and develop proposals for ATI products which will maintain or enhance market share.
 - Understand in depth customer's concerns and decision variables.
 - Work with the sales and product management teams to address particularly challenging customer requirements or field issues.
 - Other tasks as may be assigned by ATI management
-

Required Knowledge, Skills, and Abilities

- Familiarity with and ability to support the breadth of activities required for a rapidly growing and successful global sales organization.
 - A proven ability to work with a geographically dispersed sales team to achieve an industry leading sales operations function.
 - Excellent analytical skills.
 - Excellent written, presentation and conversational skills.
 - Good computer skills in email, Salesforce, PowerPoint and Word.
-

Education and Experience

- Degree in business, Masters of Business Administration (MBA) strongly preferred.
 - Bachelor's degree in engineering or related field is desired.
 - Minimum of 7 years' experience in sales operations, preferably with an economically differentiated product.
 - Experience in the solar, renewables, or power generation equipment market is preferred.
 - Ability to manage activities with a global sales footprint.
-