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**Title** **Sales and Business Development Manager, USA**

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**Reports to** **ATI Sales Director**

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**Job Description**

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Array Technologies, Inc. (ATI) is the global leader in utility-scale 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 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.

The position objective is to support Array Technologies domestic customers and enhance existing relationships. The Sales and Business Development Manager will understand customer's objectives and find areas of strategic alignment to enhance ATI's value to customers. The manager will be expert at communicating the technical and economic value proposition of ATI's differentiated and industry leading tracker solution.

The manager will understand and support the breadth of ATI's customers, which range from EPC companies, to solar project developers, to Independent Power Producers (IPP's), and to major financial institutions. The manager will understand the different customer metrics and concerns and how to improve ATI's offerings to better meet customer needs. 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.

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**Duties and Responsibilities**

- Strengthen ATI's existing customer relationships by gaining a deeper understanding of customer business objectives and how ATI can support them. Create and manage annual sales plan for ATI's largest customers.
- Ensure that customers, contractors, and industry players understand ATI's product differentiation and economic value proposition.
- Be 'ahead of the curve' for understanding upcoming customer activities and projects.
- Understand in depth each prospective customer's concerns and decision variables.
- Lead ATI response to RFQ's and close sales.
- Define and develop proposals for ATI products which will maintain or enhance market share.
- 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

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**Required Knowledge, Skills, and Abilities**

- Ability to communicate product technical attributes and associated economic value proposition.
- A superior sales track record that demonstrates the ability to work with customer's on a proactive and positive basis to solve their problems and complete transactions.
- Excellent written, presentation and conversational skills.
- Good computer skills in email, Salesforce, PowerPoint and Word.

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**Education and Experience**

- Degree in business, Masters of Business Administration (MBA) strongly preferred
- Bachelor's degree in engineering or related field is desirable
- Minimum of 7 years' experience in technical sales, preferably with an economically differentiated industrial product.
- Experience in the solar, renewables, or power generation equipment market is preferred.

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To apply, please provide a cover letter detailing previous experience, resume and industry references.