

TITLE: Vice President of Business Development

DEPARTMENT: Commercial Sales/Marketing

REPORTS TO: CEO

DATE: September 2018

SUPERVISES: All Business Development Personnel

Job Summary

The Vice President of Business Development oversees the strategic sales plans of the Commercial Sales focus area within the company. This includes, but is not limited to, establishing realistic but aggressive sales revenue targets and streamlining processes to leverage the Commercial Sales team's expertise and skills in achieving revenue goals. The Vice President of Business Development also maintains sales quotas of his/her own.

Essential Duties and Responsibilities:

- Develop, implement and achieve realistic but aggressive sales forecasts relevant to the Company's business model and as agreed upon with the Executive Team
- In collaboration with the Executive Team, establish pricing plans, assess sales trends as relate to marketing efforts, and develop sales toolkits and resources to enable the sales team's effectiveness in the field.
- Establish and manage sales-related reporting tools and mechanisms that accurately reflect an up-to-date accounting of sales activities, effort-to-revenue ratios, and other related reports and trending as needed to more effectively forecast revenue projections.
- Consistently evaluate competitor trends as relate to sales volumes and devise and implement revised sales methods and forecasts appropriately.
- Establish positive inter-departmental working relationships with all departments, collaborating with department heads as necessary to work as a cohesive team and aid the company in achieving goals and objectives.
- Develop and effectively manage the sales team's efforts while establishing and attaining his/her own sales targets on a consistent basis.
- Manage the Commercial Sales team's effectiveness, including but not limited to, setting priorities, training new team members, establishing performance expectations, assigning territories, and holding the team accountable both individually and as a team for all targets and expectations.

Supervisory Responsibilities:

The Vice President of Business Development supervises all team members assigned either directly or in support of the Commercial Sales business team.

Minimum Education, Skills and Qualifications:

- High School diploma and a Bachelor degree in a business or related discipline.
- Ten (10) or more years of experience establishing and leveraging commercial business relationships in attaining high-value product and service contracts.
- Superior customer service, attention to detail, and people / process management skills required.
- Ability to work a flexible schedule as necessary to support Commercial business networking opportunities, events and sales calls in achievement of Company goals and objectives.
- Excellent written, verbal, and presentation skills.
- Working familiarity with Microsoft Office Products, Salesforce, and Oracle.

Position Routinely Interfaces With:

- Commercial clients and the general public.
- All employees, including Executive Management

Physical Demands

Conducts work in both a field-type environment or in a professional office setting. Physical working conditions may involve the following:

- Lifting up to 50 pounds
- Extended periods of sitting, walking, standing, reaching, and/or bending.
- Extended periods of reading fine print on a computer or in paper-based format.

Non-Physical Demands

Routine aspects of this position may require the following non-physical demands:

- Analytical and logical reasoning.
- Problem solving and researching skills.
- Time management and organizational skills.

Potential Hazards:

Routine aspects of this position may place the incumbent in situations where they may be susceptible to potential Hazards from the following.

- Trips, slips and/or falls while on client property.
- Chemical abrasives used in office and kitchen cleaning.
- Lifting items 50 pounds in weight.
- Other hazardous conditions on client premises, not otherwise defined here.

Company is an Equal Opportunity Employer. Only the most qualified candidates will be contacted. No relocation assistance provided. Candidates must currently reside within a reasonable commuting distance to Gaithersburg, Maryland. No phone calls and no agencies, please.

AAP/EEO Statement

Standard Solar is EOE/AA/Minority/Female/Veteran/Disabled employer

SIGNATURES

This job description has been approved by all levels of management:

Manager _____

HR _____

Employee signature below constitutes employee's understanding of the requirements, essential functions and duties of the position.

Employee _____

Date _____

Please note this job description is not designed to cover or contain a comprehensive listing of activities, duties or responsibilities that are required of the employee for this job. Duties, responsibilities and activities may change at any time with or without notice.