

Channel Sales Manager

Tioga Energy is a renewable energy services provider that fast tracks energy independence for commercial, government, and non-profit organizations. The team consists of seasoned, smart and dedicated professionals. Tioga Energy is backed by top-tier investors, who are passionate about building a successful company and driving rapid growth of renewable energy.

Companies and organizations are looking for new ways to manage their energy costs and support their sustainability goals. While solar power systems look like a viable solution, installations are complicated, capital-intensive and time-consuming. Tioga Energy solves these problems by providing a solution that frees its clients from the complexities of buying and installing a solar facility. Tioga purchases, installs and maintains solar power systems on its client's rooftops or property, and sells the electricity the systems generate to its clients at long-term guaranteed rates through Power Purchase Agreements, or PPAs. PPAs have become the leading way in which commercial-scale solar power systems are deployed in the United States.

Position Summary

Tioga Energy is looking for a smart, energetic, and resourceful sales professional to lead the development and implementation of our channel sales program. Candidates will be highly motivated individuals who can thrive in a dynamic, high growth, start-up environment and industry. Channel sales will be a primary engine of growth for Tioga Energy, and this position offers a great opportunity for professional growth for the right individual. The channel sales manager will develop and implement a channel sales program for collaborative sales of PPA agreements through established solar electric systems integrators and conventional building trade professionals such as electrical, HVAC, and energy-efficiency contracting firms. Reports to the VP of Sales and Marketing

Job Responsibilities

- Defining and executing channel partner sales plans and continually driving to close sales through channel partners.
- Developing and executing scalable programs, training, tools and best practices that maximize channel sales revenue and channel efficiency
- Identifying and recruiting new channel sales partners.
- Creating and implementing new channel partner on-boarding processes
- Working with marketing to drive programs and events to generated end-user leads in collaboration with channel partners
- Developing and implementing channel conflict strategies and coordinating with direct sales efforts
- Managing multiple channel partners and maintaining accurate forecasting and clear management communication.
- Maintaining customer and lead records within Salesforce.com and preparing sales reports as required
- Measuring and analyzing channel programs, promotions, and other activities

Specific Skills and Experience Sought

- Experience building a successful channel sales program around a new product in a start-up company environment
- Familiarity with solar electric, on-site energy storage and generation, and/or energy efficiency technology and economics
- Knowledge and experience in conventional building trades (electrical, roofing, HVAC)
- Mastery of Microsoft Office products (Excel, Word, PowerPoint)
- Experience with a start-up in a new industry preferable

Requirements

- A bachelor's (or advanced) degree in a relevant business discipline, such as marketing and/or finance
- Minimum 10 years experience in sales field, with 3-5 years managing channel sales activities
- Experience with Salesforce.com
- Excellent written and oral communication skills
- Must be passionate about the renewable energy space
- Travel required

Resumes should be sent to jobs@tiogaenergy.com