

Regional Sales Manager Western Region



Role Summary:

Cascade Renewable Energy, a division of Cascade Engineering, is a leading manufacturer / distributor of renewable energy products and systems based in Grand Rapids, MI. We are currently looking to expand our team through the hiring of a Regional Sales Manager for the Western Region. This person will manage and grow targeted key account customers and dealers throughout the region.

General Responsibilities:

- Developing and maintaining positive relationships with renewable energy dealers
- Creating and expanding dealer networks
- Evaluating proposed RE projects for ideal product use
- Creating system quotes for RE projects
- Finalizing sales and helping to design systems
- Collaborating with the CRE engineering team on system design and necessary drawings
- Working with the Senior Sales Manager to set and achieve sales goals
- Introducing products & services to market
- Providing excellent customer service
- Securing prompt payment from customers and assisting A/R when required
- Providing customer leads to dealers / as well as thorough sales follow up
- Conducting focused cold calling activities when necessary
- Resolving customer problems and facilitating resolutions with other departments
- Following up with production & delivery departments to ensure customer orders are delivered on time
- Developing short & long term business plans in the assigned territory
- Assisting with market research to determine trends, industry needs, and customer preferences
- Assisting in establishing corporate sales/marketing objectives and strategies
- Assisting in establishing annual volume goals for increasing market share
- Recommending pricing strategy
- Representing CRE at trade shows
- Performing other duties as required

Minimum Education, Experience and Core Competency Requirements:

- 5 years of experience in the Renewable Energy Industry w/ a minimum of 2 of those years being in sales
- Ability to size solar & wind energy systems
- Position will be located in the Northeastern states
- Bachelor's degree
- Demonstrated experience working with dealer networks and customers
- Ability to understand technical requirements of the market
- Excellent verbal and written communication skills
- Must be a team player with high personal motivation
- Strong presentation and computer skills
- Ability to communicate at all levels of an organization
- Willingness to travel up to 75%

Cascade Celebrates Diversity/EOE



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