



Job # 2086

Vice President of Sales

Company Overview

Xunlight Corporation, headquartered in Toledo, Ohio, engages in the development, manufacture, and marketing of photovoltaic modules that convert sunlight into electricity. The company develops thin-film silicon based photovoltaic products and manufacturing equipment for high throughput production of flexible and lightweight photovoltaic modules at low cost.

Job Description

Reporting directly to the President and CEO and a key member of the management team, the position will be responsible for developing and implementing a strategic sales plan to achieve the company's sales targets in the solar energy market. The role will have overall responsibility for executing and delivering on international sales activities on a global platform.

- Achieving sales targets and working within allocated budgets to achieve company goals
- Building and maintaining relationships with potential and existing customers, such as large solar module distributors, building products manufacturers and solar integrators. Understand their way of working and organization and be able to connect easily at various levels of key personnel.
- Quickly capture customer requirements and needs and give structured feedback to our internal team, including timely and accurate sales forecasts.
- Play a key role in the drafting of responses to RFPs and own the entire process of obtaining and responding to RFPs from key customer prospects.
- Working with marketing to convert features into packages and define demos, white papers, web content and other communications that support marketing and sales messaging.
- Initiating contact with potential industry partners, defining the scope of the relationship, identifying profitable deal points, building revenue models, negotiating transactions and coordinating all parties both internal and external in executing the relevant business needs of the customer

Candidates Profile

- A successful history (5+ years) of negotiating and closing sales contracts related to solar
- In-depth industry knowledge of market dynamics, technology, political landscape, key

- partners for success and industry associations
- Bachelor's Degree or equivalent experience. Master's Degree or equivalent is preferred

For consideration, please submit resume and cover letter as well as salary requirements and contact information for three business references to HR@xunlight.com. Please refer to Job #2086 in subject line.