

## Renewable Energy Business Development

### Catalyst: A Sustainable Marketing & Sales Company

From the products we represent to the relationships we foster, our team is focused on the future. Servicing the electrical wholesale, lighting, and renewable energy industries in Atlantic Canada, we take pride in excellent customer service, maintaining strong relationships, supporting, and understanding our local markets, and being a leader in our industry.

### The Position

The successful candidate will design residential and commercial solar systems, create professional proposals for homeowners and businesses, and manage projects from the proposal to delivery stages. They will work with our leadership team in developing strategic awareness and growth across Atlantic Canada for the development of renewable energy and electric vehicle charging infrastructure.

### Who We Need

Are you a hardworking, creative, curious and an enthusiastic individual who enjoys problem solving? Do you thrive when managing projects and staying organized? Do you possess a strong interest and passion for renewable energy technologies and electric vehicles? Are you data-driven, self-motivated, and able to work independently or in a team setting? Are you driven by a desire to continuously innovate and improve?

### Responsibilities

- Manage all aspects of the design and delivery cycle including proposals, site assessments, single line diagrams, submittal packages, delivery, and customer management
- Manage the quoting, purchasing, and tracking components of the sales cycle
- Determine solar energy system sizing & specific production facility-mounted & ground-mounted solar system by way of remote assessments using Aurora software
- Determine most appropriate project components for project optimization (e.g.: modules, inverters, racking, balance of supplies, etc.) based on project requirements, provincial rebates, restrictions & client preferences
- Compile production forecasts, system design details and financial metrics for proposals
- Conduct training sessions with customers to help key personnel understand solar PV systems and their components, and EV Chargers and their supporting infrastructure
- Understand and assist in Catalyst's short and long-term growth objectives
- Manage on-going projects and customer relationships using CRM software, project tracking, and KPIs
- Stay on top of industry trends, present industry research to management team, and write articles for the Catalyst blog

### Requirements

- Post-secondary degree or equivalent work experience
- Interest in renewable energy technology

**Considered an Asset**

- Degree in engineering or technology-based field
- Demonstrated experience or aptitude for sales in a technical capacity
- Knowledge of/experience in renewable energy field and/or electrical products
- Experience in business development activities such as educational seminars, product training presentations, meetings with key project stakeholders

**What We Offer**

- A results-only work environment (the balance of both independence and accountability)
- Opportunities for continuous learning and development
- 5-day work week with flexible hours
- Opportunities for advance advancement
- A positive and progressive company culture

**Working Conditions**

- Must be able to work from home or at a suitable location of choice
- Flexible vacation days with a progressive management team
- Comprehensive benefits package
- Monthly cellphone stipend
- Paid mileage

**Job Type:** Full-time, permanent

**Required language:** English

**Compensation:** Based on experience

**Job Location:** Halifax, Nova Scotia

**To Apply:** Send your cover letter and resume to Taylor Witty, [taylor@catalystsales.ca](mailto:taylor@catalystsales.ca)

**Workplace Diversity & Barrier-Free Selection**

- Catalyst seeks to build a skilled, diverse workforce reflective of Canadian society. As a result, we encourage applications from Aboriginal people, persons with a disability, racially visible persons, women, persons of minority sexual orientations and gender identities, and all candidates who would contribute to the diversity of our team.
- We are also committed to developing inclusive, barrier-free selection processes and work environments. If at any time in the application or selection process you require reasonable accommodation measures to enable you to be assessed in a fair and equitable manner, please make Taylor aware at the earliest opportunity. All information received relating to accommodation measures will be addressed confidentially.

We thank all those who apply. Only those selected for further consideration will be contacted.