

*Here is an incredible opportunity to work with a Boston, USA based high-growth solar equipment company with a unique, patent protected solar generating product. Smartflower is a global solar energy solutions company offering a unique system to our customers. Through our innovative design, manufacturing, installation and service approach, we have introduced game changing technology for residential, institutional and commercial solar applications.*

# Business Director-Sales and Service Europe, (f/m/d):

# The Business Director will report directly to the President of the company. The successful candidate will be entrepreneurial, highly motivated and excited by the opportunity to build the Smartflower business in Europe. Candidate must have experience in Business to Consumer and/or Business to Business sales of high-end products and services, preferably in the renewable or utility energy markets.

# Responsibilities:

* Proactively prospect new opportunities within Europe. Secure orders for products and major parts, manage client relationships and establish a deep and ongoing understanding of the client's business goals, issues and needs
* Ensure the client has an exceptional product life cycle customer experience
* Leverage a strong understanding of the customer to identify and qualify forward-thinking, high-impact opportunities using Smartflower solutions to support and promote global sustainability
* Be the trusted advisor/partner in the industry. Serve as a business missionary even when no immediate opportunity exists.
* Provide training and seminars to clients to educate and inform them of trends in their market, and to keep them informed of new product development
* Drive effective presentation/proposal/ quote preparation and manage the overall opportunity
* process, including communication strategies, etc.
* Team leader for Europe, mentor and identify business needs to achieve sustainable growth and high customer satisfaction

# Qualifications:

* A Bachelor's degree or equivalent is required, a Master’s Degree is a plus
* Previous business management and account development experience is required with a successful track record, preferably 7-10 years of related experience
* Excellent business sense, problem solving, and analytical skills
* Proactive and driven
* Strategic, thoughtful, and inquisitive
* Strong people skills - intuitive, empathetic, influential, persuasive, mentoring capability and team player
* Excellent interpersonal and communication skills, both written and verbal in English and German. Ability to speak additional languages is a plus
* Strong work ethic, high energy and impeccable integrity
* Ability to develop & deliver compelling, succinct, and high impact customer presentations
* Above average abilities with Microsoft Office Suite, Outlook, and Salesforce
* Must be willing to travel up to 60% of the time

**Compensation:**

* Salary plus Commission- total package starting at **€** 80,000 per year with no paid overtime

 **Other:**

This position will be based in Pinkafeld, Austria within easy access to our customer base in Europe. This position offers a terrific opportunity to be part of a dynamic team who will value your ideas and contributions towards Smartflower’s success. Please see our website for additional details on the company: [www.Smartflower.com](http://www.Smartflower.com)

Smartflower is an Equal Opportunity/Affirmative Action Employer. All qualified applicants will receive consideration for employment without regard to sex, race, color, religion, national origin, age, marital status, political affiliation, sexual orientation, gender identity, genetic information, disability, or protected veteran status. We are committed to providing a workplace free of any discrimination or harassment.