



Send resume to [careers@cleanpower.com](mailto:careers@cleanpower.com)  
include "BizDev" in subject line

**Position:** Director of Business Development and Sales

**Position Location:** Seattle, WA area

**About the Company:** Clean Power Research® provides services for making informed clean energy decisions. These services include online software systems, consulting and research. In business for more than 13 years, the company's Software Services Group is focused on developing a new generation of online services across the energy value chain – from manufacturers, developers and installers of clean energy technologies and energy efficiency products, to utilities and grid operators. We offer a startup-like environment coupled with the stability and customer base of an established, profitable company.

Some of our current software services include PowerClerk®, a web-based application that automates renewable energy incentive processing; Clean Power Estimator®, an application that estimates the costs and benefits of clean energy systems; QuickQuotes, which enables solar dealers and resellers to quickly generate sales quotes for clean energy systems; and SolarAnywhere®, which provides solar irradiance data for use in solar performance and economic analysis.

**Position Summary:** We're looking for a senior manager to lead our business development and sales efforts. This position calls for excellent strategic thinking combined with the desire and ability to execute and win. The person filling this role will own the sales targets for the company's core subscription software services, representing most of the company's revenue. Excellence in skills like lead generation, client/account management, partner identification and partnership plan development are assumed. This is a position of great opportunity for long-term growth and leadership as the company builds the software team and evolves its services in an increasingly complex, competitive and global marketplace. This position is hands-on: a significant portion of this person's time will involve selling and engaging partners as an individual contributor.

**Duties and Responsibilities:**

- Learn the business and technical intricacies of the current product line
- Collaborate with marketing on lead generation approaches and campaign prioritization
- Manage the sales team with clear targets, regular reviews and formalized approaches that generate and develop leads and close sales
- Sustain and nurture existing customers; work with marketing on customer references
- Identify and cultivate partnerships, develop partner business models
- Establish partner programs as appropriate
- Provide input on and criticism of pricing and licensing models
- Contribute to new product and service concepts
- Represent and promote the company at various events and gatherings

**Requirements:**

- Minimum of BA/BS degree, MBA or other Masters preferred
- Utility or energy industry (e.g., renewables, efficiency, etc.) experience
- Technology sales or marketing experience and hosted services (SaaS) experience a plus
- Ability to quickly learn products and demo effectively to prospective clients at all levels
- Excellent written and verbal English communication skills
- Superior organizational skills, ability to track and juggle many tasks

Clean Power Research provides competitive compensation and benefits packages.

Due to the high number of applicants for our positions, we regret that we can only respond to candidates we plan to interview.