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PositivEnergy is hiring a...

Sales Engineer, Remote

We are looking for a Sales Engineer who craves operating on the cutting edge of delivering future ready solutions in the energy storage space. This position is part of a nimble team that works at the intersection of clients, business development, and engineering to delight customers with innovative and custom battery energy storage solutions. Strong candidates have an underlying knowledge of the energy distribution marketplace across a wide range of scales and use cases. This person is a polished presenter and speaks with authority on battery energy storage solutions. This team member will work closely with clients and business development to understand requirements and collaborate with engineering to translate them into solutions. This person is process driven but is comfortable handling adversity and navigating unscripted environments and is comfortable and adept interfacing with senior executives both internally and externally. Specifically:

Responsibilities

- Gather & analyze customer data and create savings models for stand-alone storage or storage plus distributed energy resource projects
- Continuously drive improvements to accuracy & definition of system modeling process.
- Support the sales team in developing project proposal responses
- Perform basic solar system modeling
- Understand and be able to explain the business case and modeling assumptions for energy storage in various markets.
- Develop new modeling tools as sales pipeline expands into new markets
- Perform market research into electric tariffs or market revenue streams

Requirements

- Bachelor's Degree in a quantitative discipline
- Experience: 4+ Years
- Experience with Distributed Energy Resources preferred
- Experience with Battery Energy Storage preferred
- Strong preference for knowledge of PV or ESS modeling tools (Homer, ETB, Helioscope, PVSyst, etc)
- Expert in Excel, preference towards additional experience with VBA/R/Matlab, or other equivalent languages

PositivEnergy is the first of its kind energy storage system architect and integrator. We are battery storage system pioneers driven by a desire to make the benefits of energy storage easy, risk-free, and available to all. Energy storage is the lynchpin connecting renewable energy to real-world demand and self-sufficiency. PositivEnergy is building smarter customers and a smarter marketplace. Come join a team that has experience building world-class solutions for SpaceX, Tesla and Romeo Power. We started this business to make a difference. Now you can too. Apply at positivenergy.us/careers

