



**Regional Sales Manager - East Coast**  
**Experience in Renewable Energy a MUST**

Are you a high energy, technically savvy, sales hunter and relationship builder? Do you have a passion to bring advanced lithium batteries to the solar market, through distributors and solar installers? Then we are ready for YOU!

**As a regional sales manager, your typical day may include:**

- Expanding dealer/installer network by prospecting, cold-calling, pitching and building relationships with potential partners in prime Northeast markets
- Deepen and explore business relationships with new and existing partners.
- Train partner sales teams on Fortress Power products.
- Provide regular reporting to management, including sales pipeline development, forecasting, and market condition updates.
- Travel throughout the Northeast via car or airplane

**As a top industry leader, we provide:**

- A safe, reliable, and affordable lithium battery.
- Effective sales tools (Sizing Tool, Zoho, etc.) to acquire and manage customers.
- Inside sales team to prepare quotes and provide sales support.
- A goal-oriented family team to work with.
- A salary package consisting of base salary, commission, 2 weeks-vacation and other incentives.

**Do you have the following qualifications?**

- A Minimum 5 years' experience in sales and account management. Experience within the solar industry is highly preferred.
- Background in business and market development for technical products sold into residential, commercial, utility and distributor channels, such as electronics, HVAC, or home appliances.
- Strong interpersonal skills and ability to develop strong relationships.
- Ability to thrive in a fast-paced, complex, rapid growth environment and a goal focused, self-starter who can work independently.
- Articulate and concise with strong writing and persuasive presentation skills.
- Residency in Southampton, PA area

More information on Fortress Power can be found on our website: [www.fortresspower.com](http://www.fortresspower.com)  
If interested, please email your resume to [sales@fortresspower.com](mailto:sales@fortresspower.com)

Job Function: Sales, Business Development

Company Industry: Renewables and Environment

Skills:

Relationship Building, Presentation Skills, Inside Sales, Sales, Account Management, Sales Operations, Sales Process, Solar Industry, Interpersonal Skills