



SolaBlock, Inc is a pre-revenue vertical solar solution that enables almost any structure to extract and use the energy of the sun. SolaBlock is a revolutionary renewable energy product, poised for expansion. We are seeking a self-motivated, high-energy VP of Sales to develop our revenue goals and help our business grow! We will be opening our new facility in Pittsfield, Mass in early Summer 2022.

Fulltime, 65% remote/35% office

Preference given to qualified Western Mass/NY Capital Region candidates

No recruiters please

- Develop revenue goals and plans to achieve those goals either thru market channels or market partners.
- Work directly with the executive team and own our go-to-market strategy, using data to drive revenue, sales strategy, and the customer journey
- Managing sales process including sales software database, updating sales process and information, cross referencing with the executive team for leads and developing sales leads based on relationships and market research
- Background in selling building materials thru known architect channels
- Knowledge of MUSH (municipalities, universities, schools, and hospitals) market
- Building management system sales experience, either individual systems (ie HVAC, solar, construction materials, etc) or the total system/smart cities. Must have understanding on how building solar power can be utilized, including battery systems or net metering capabilities.
- Familiarity with Mass, NY and NE region net zero building requirements and incentive programs.
- Potential to lead the creation of a nationwide sales infrastructure, establishing the sales process and building out the sales team
- Minimum 5-7 years' relevant experience
- Fluent Spanish speaker also preferred
- Base salary range \$85,000-\$105,000 based on experience plus performance-based bonus
- Start: Summer 2022

