



Siliken Renewable Energy provides full-turnkey commercial and utility-scale photovoltaic solar power worldwide. A new corporate headquarters has been established in Carlsbad, CA with a solar module factory being built in San Diego, CA for sole use by the company's design and installation team. We have a core management team with experience in the energy business, are extremely vertically-integrated, manufacture electronics grade silicon and solar panels, design and install solar power systems, provide PPA financing and perform system maintenance.

## **Business Development Director**

### **Primary Duties/Physical Responsibilities:**

The successful candidate will be responsible for developing Siliken Renewable Energy strategy for Sales and Business Development, for developing and launching new product promotion, and for establishing and maintaining strategic relationships with major partners in the Renewable Energy Industry. The candidate must be able to define and present Siliken product offerings to corporate and institutional customers. The ideal candidate for this position will be accomplished in large corporate sales and business development, and possess excellent presentation skills.

### **Skills/Qualifications:**

- 5 years experience in the renewable energy industry
- PPA(Purchase Power Agreement) modeling experience
- Minimum of 5 years of corporate sales and business development and strategy
- Ability to identify and develop key strategic partnerships
- Strong professional written and verbal communication and interpersonal skills
- Ability to develop business with commercial and utility customers
- Will need to be comfortable interfacing outside the company, including executive presentations, negotiations, and contractual review
- Proven ability to structure, negotiate, grow and complete multimillion dollar account relationships
- In conjunction with the Marketing Department, create strategic plan for market expansion and area development
- Must be a strong leader, creative, possessing strategic planning skills
- Demonstrated understanding of the principles of sustainable development and their application to business development
- MBA Preferred
- Utility scale project experience a plus

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