

## **Channel Sales Manager**

### Position Summary:

Figtree Financing, a San Diego based clean energy financing company, is looking for a Channel Sales Manager. The Channel Sales Manager position requires developing partnerships with channel partners including acquisition and an on-going relationship. Figtree's partners are installers, contractors, consultants, and ESCOs that sell energy and water efficient upgrades like solar, windows, and air conditioning.

The Channel Sales Manager is expected to help build a network of partners to support Figtree's mission in making it easier for homeowners and commercial property owners to reduce their utility bills via energy efficiency, renewable energy and water conservation improvements to their properties.

The ideal candidate will demonstrate leadership and an entrepreneurial background. We are a developing company and are looking for an individual that is results oriented, efficient, hands-on, and self-motivated.

### Responsibilities

The ideal candidate will:

- Have a proven track record of success, high energy and motivation and the can-do attitude to make a difference in a fun, fast paced environment
- Establish new channel partnerships and grow our channel partner network
- Drive sales with new and existing partners
- Communicate a compelling value proposition to differentiate our products from competitors
- Develop long-term relationships and have a customer-first philosophy
- Conduct training for partners' management and sales representatives
- Assist partners with prospecting, sales meetings, and closing new opportunities
- Be the primary contact point between partners and Figtree
- Maintain account activity log to measure progress to plan
- Act as the voice of our channel partners to ensure partner satisfaction and for new products, tools, and services
- Work with marketing to identify, recruit, and manage channel partners to meet or exceed target objectives

### Qualifications:

- 5-10 years channel sales experience
- BA/BS in business administration or relevant field
- Thrives in a team-oriented, collaborative and fast-paced environment
- Vibrant and energetic attitude and a willingness to perform and get things done

- Ability to travel up to 25% of the time

#### Preferred Qualifications:

- Experience in energy efficiency or clean energy financing
- Prior experience or knowledge of energy efficiency, renewable energy, or other construction related home upgrades
- B2B sales experience
- Working knowledge of Salesforce or other enterprise CRMs

#### Company Description

Figtree Financing is a rapidly growing San Diego-based clean energy financing company. Figtree provides innovative programs to enable capital for environmentally friendly products and services. The Figtree Programs provide PACE (Property Assessed Clean Energy) financing to help property owners improve their properties and lower their utility bills with energy efficiency, renewable energy, and water conservation upgrades. Property Assessed Clean Energy is a new form of financing that provides property owners with capital to improve their properties with energy efficiency, renewable energy and water conservation upgrades based on property values.

Figtree PACE financing is available for residential, commercial, industrial, office, retail, and multi-family properties. Figtree Financing has successfully funded millions of dollars of property improvements with PACE Financing.

Energy efficiency and renewable energy finance is a multi-billion dollar industry. Figtree is continuing to expand its offerings into new geographies and verticals. Incorporated in 2011, Figtree has laid a foundation for growth while maintaining an entrepreneurial culture. Learn more about us online at [www.figtreefinancing.com](http://www.figtreefinancing.com).