



### **About Bentek**

Founded in 1985, Bentek is a leading EMS provider of high-complexity, low-volume assemblies to capital equipment manufacturers as well as emerging high-tech industrial companies in the semi-conductor, flat panel, defense, solar, and RFID sectors. In the past year, Bentek has also developed a family of solar combiner product serving the needs of utilities and large commercial solar installations. Headquartered in San Jose, California, Bentek services include product design, engineering services, cable and harness assembly, box build, large scale and complex system integration and test.

**Job Location: San Jose, CA**

**Job Title: OEM Solar Business Development Manager**

### **Primary Function:**

The primary responsibility of the OEM Solar Business Development Manager is to manage and deepen relationships with existing OEM customers and close new solar OEM customers. Successful candidates will work with company resources to develop winning solutions and engage appropriate resources from cross-functional teams to ensure successful business execution. Successful candidates will meet or exceed revenue and margin objectives.

### **Major Duties and Responsibilities:**

- Manage and grow existing OEM customers and develop new OEM customers in North America
- Develop business plans to grow existing OEM customers and identify new OEM customers and/or key divisions to initially penetrate and close business
- Interact closely with accounts to understand their complete products and service requirements
- Provide and articulate technical and administrative information on Bentek's solar product features and capabilities
- Act as principle coordinator for account visits both at Bentek and account site
- Work with other functional areas including engineering, materials, and production to develop competitive product and design solutions to meet account requirements
- Actively oversee the development of quotations for existing new business with the account and manage the sales cycle to achieve targeted revenue growth within the account
- Regularly interact with key personnel of major prospective customers who are decision makers and influencers
- Engage with operational and technical teams to develop sales strategies and ensures best overall account solutions are defined and delivered

### **Qualifications:**

- 3-5 years of related sales experience preferably with a solar inverter manufacture or a solar products manufacture
- A minimum of a Bachelors degree
- Strong "customer focused", self-starter with entrepreneurial skills that posses an ability to work at the highest levels with limited supervision
- Proven sales accomplishments including key account development, penetration, and winning new customer business
- Ability to penetrate deep within an account's organization and "sell" Bentek's capabilities
- Ability to build relationships and interface with all levels of the organization
- Ability to travel domestically and possibly internationally
- Excellent communication, presentation, negotiation, problem solving and interpersonal skills
- Computer literacy in Microsoft Office, Windows, (ERP systems a plus)