



## **Chief, Operations**

Manage and lead sales life cycle through project implementation of solar solutions for residential and commercial customers. Manage and mentor team members through all aspects of business operations. Provide business development and key account prospecting. Generate business opportunities. Support and lead teams as required on sales/construction projects. Ensure continuous focus on customer satisfaction, quality work and ongoing ethical reputation of the company. Gain thorough understanding of the overall market, Pure Power's place in it, and participate in strategic vision and drive for the company's future.

### **RESPONSIBILITIES**

- Manage project pipeline (and "whiteboard") to ensure adequate resources and appropriate timeliness to commitments, bringing together permitting, procurement, scheduling and related admin
- Manage and mentor sales/technical/project/construction teams in ongoing concurrent activities
- Administer project management processes and details as required, from first contact through construction, QA/ QC, etc. Make sure "the trains run on time."
- Support sales and sales engineering to ensure smooth transition through design, financing, and related processes.
- Ensure salespeople have appropriate resources and necessary information required for success
- In conjunction with management team, resolve issues and make decisions relative to customer needs, materials, scope, pace, timing, and related project dynamics.
- Schedule construction and related equipment as needed
- Optimize pipeline to deliver company resources at lowest possible costs with highest value to customer
- As a member of the management team, support existing as well as implement new processes and approaches to improve operational efficiency, organizational effectiveness, and value to both customers and the company
- Ensure employees have necessary technical resources, materials, and knowledge to meet or exceed customer/business requirements and demands
- Lead as well as collaborate in development of marketing programs, collateral and other resources
- Co-lead team meetings
- Minimal travel requirements
- And, hey, enjoy yourself – you're saving the planet and earning a buck!



## Requirements

- College degree, preferably in engineering or other technical domain or equivalent work experience. MBA, or relevant business operations experience a plus
- Proven work experience managing/leading sales and construction teams in a solar or similar industry
- At least five years experience managing/leading in solar or similar industry role, including project management and/or process improvement; management, logistics, product development, or other related functions.
- Supervision experience strongly preferred
- Strong interpersonal skills; ability to work with multiple styles and stakeholders in a deadline-driven environment.
- Strong computer skills including MS Suite
- Excellent math, reasoning, judgment, and language skills (esp. business writing/correspondence)
- Solar industry exposure strongly preferred
- Proven customer (consumer/residential and some commercial) sales experience a big plus
- Understanding of National Electric Code (NEC) or Ca Const. Code a huge plus.
- Demonstrated Marketing and/or Finance experience a huge plus
- Prior experience using a Customer Relationship Management (CRM) system a plus
- Relevant industry certifications a plus but not required

Pure Power Solutions is a smoke-free environment