



Position: **Business Development Lead**
Location: Kitchener, ON
Base Salary Range: \$65k - \$70k Annual Salary, depending on experience and qualifications.
Also includes a company bonus program, competitive health benefits plan, RRSP matching, generous vacation allowance, and staff discounts for solar and EV charging systems.

OVERVIEW

At VCT Group we help our customers meet their sustainability and investment goals. We have built over 300 **Solar Projects** and have a robust pipeline of work for 2024 and beyond. We pride ourselves on having a supportive, diverse, and positive company culture.

Our latest endeavours push the limits to rethink underutilized spaces, such as our in house designed **Solar Canopy** structures, to drive electrification with modern **EV Charging** solutions, and to work closely with industry-leading developers to build out the future of how we generate, use and store electricity.

We are also the founders of a community-based energy investment vehicle. The **CED Co-op** allows investors to take part in building solutions that combat climate change. The Co-op has over 800 members and has deployed over \$45 million into renewable energy projects. We are proud that CED Co-op is the first co-operative in Canada to become a public corporation, enabling investments in the Co-op to be held in registered investment accounts.

The Business Development Lead will prospect for, qualify, and develop opportunities to construct commercial Solar Projects, as well as support our EV Charging, Operations and Maintenance and Solar Canopy business divisions.

This position involves working out of our Kitchener office under the direction of the Business Development Manager, and in collaboration with the Business Development Team.

Our culture is very supportive and highly collaborative. We're looking for team players who want to learn the renewable energy industry and grow with our company. If you have a passion for making positive change a reality, and want to help build a brighter future together with us, we want to talk with you!

SPECIFIC RESPONSIBILITIES INCLUDE:

- Research existing and develop new target industries, forming channel strategies to reach more customers while increasing sales by quarter.
- Engage with existing customers, listening for needs, identifying additional business opportunities
- Develop compelling project and sales proposals for new and existing clients
- Generate sales leads through best-in-class customer interaction including persistent, timely and organized follow-up on leads, requests and proposals
- Build strategic relationships to understand and be at the forefront of the electricity market, respond to changes coming to the competitive landscape and identify new opportunities

REQUIRED TO APPLY:

- Bachelor's degree, or equivalent work experience.
- 3+ years of business development experience.
- Fantastic on the phone and on video calls. Top notch written and verbal communication.





- Able to contribute to a positive, collaborative, and diverse workplace culture. VCT is committed to a culture of mutual respect and support; and to providing a safe space for all employees and visitors.

YOU'LL PROBABLY ALSO NEED THIS TO GET THE JOB:

- B2B selling experience. Bonus points for experience in the renewable energy, construction, or electrical industries.
- Ability to identify problems and develop multiple creative alternatives for problem resolution.
- Able to work independently with tight timelines in a fast-paced environment.
- Demonstrated attention to detail, customer care and superior quality of work.
- Efficient use of computer applications including MS Office and CRM platforms

ADDITIONAL SKILLS, ABILITIES AND QUALIFICATIONS THAT WOULD BE AN ASSET:

- Experience in project development processes, construction management.
- Experience **selling into the USA.**
- Experience selling **Power Purchase Agreements.**
- Familiarity with renewable energy systems and/or electrical systems.
- Demonstrated knowledge of energy regulatory and environmental policy frameworks.
- Experience working with consulting engineering, architecture, or property management industries.
- Experience in complementary technologies to solar power (battery and energy storage, heat pumps, electric vehicle integration and/or fleet electrification, etc.)

YOU'LL LIKELY BE A PRETTY GOOD FIT IF SOME OF THE FOLLOWING DESCRIBES YOU:

- You enjoy learning and are excited at the opportunity to become a product/market expert in the areas of solar, renewables, energy storage and electric vehicles.
- You are a team player.
- You enjoy talking with people and aren't afraid to pick up the phone and call someone to follow-up or check in.
- You're a bit of a perfectionist, in a healthy way. You value precision and accuracy and take pride in the products of your work.
- Without being arrogant or boastful, you are quite inwardly competitive and like to feel accomplished.
- You enjoy catching up on the latest readings in communications and behavioral science (Ariely, Gladwell, Godin, Heath, Pink...)
- You already own an electric vehicle, or can hardly wait to get one, and you are keenly aware of your environmental footprint and impact.

If you do not feel you can tick all the boxes for required qualifications, let us know why, and what you bring that shares new perspectives or talents. We seek enthusiastic candidates willing to take a step into the exciting future of electrification.

Interested candidates should forward their resume and cover letter to zjolliffe@vctgroup.com. We would like to thank all candidates for their interest, however, only those potentially suitable for the position will be contacted.

VCT is committed to the values of diversity and inclusivity. If you require accommodations in the interview process, please provide details in your application.

