

About Kinematics:

Kinematics is the world's largest designer and manufacturer of slew rings, slew bearings and slew drives for a host of industries, with a primary focus on the renewable power industry. KMI actuators provide motion to most of the world's solar trackers and the company is at the forefront of actuation technology in this fast-growing industry. Kinematics was founded in 1995, has 350 employees globally, is headquartered in Phoenix, AZ, with sales offices in North America, Europe and manufacturing operations in Jiangyin, China and Nogales, Mexico.

Job Title: Account Manager – North America, Solar

Reporting to: Vice President – Global Sales and Business Development

Position Location: Phoenix, AZ (preferred, remote work optional)

Position Description:

We are looking for an experienced, motivated sales professional who has been successful selling into the solar market in North America.

This person will report to the Vice President Global Sales and BD, and work closely with the operational teams in Phoenix, China and Mexico, and with Company management on strategy, opportunities, forecasts, channel development and customer relationships.

While there is a preference for the successful candidate to be based in Phoenix, AZ, Company is flexible on the home location. Domestic travel is expected – including regular time at the Phoenix headquarters and occasionally at our China facility (when travel is deemed safe).

Compensation will be a balanced package, including base, benefits, commission, and incentives.

Joining the team specifically focused on growing NA Solar business, the successful candidate will be “in on the ground floor”, will work directly with Company management, owners and investors, and should expect to have growth opportunities with the Company.

Kinematics is a growing company, particularly the Phoenix headquarters. Everyone has a measurable impact on the Company's success, wears multiple hats, and is accountable for their performance. We do things quickly, with close teamwork, open communication, and have fun doing it!

Qualifications:

The candidate should have a minimum of five years' demonstrated success selling in renewable energy markets throughout North America.

The ideal candidate will have a bachelor's degree in business and/or an engineering discipline.

Successful candidates will also:

- Be comfortable and motivated to spend time with Kinematics current and future customers
- Take ownership of existing solar account business and define future customer goals and needs
- Be a successful leader and mentor
- Have large account development experience
- Be a strong team player

- Be highly detail oriented
- Collect technical requirements and market insights for the team
- Have experience working within a business development framework
- Possess strong verbal and written communication skills
- Be capable of independent problem solving and demonstrate a proficiency in critical thinking
- Possess strong technical aptitude
- Be proficient in relevant modern computer skills

Responsibilities & Skills:

- Achieve/exceed sales targets
- Build relationships with the customer and manage the new product development process and product roadmap with customer and KMI product development team
- Form excellent working relationships with all NA Solar customer departments, including Customer Applications, Cost Accounting, Logistics, and Engineering to ensure on-time delivery and best in class quality of all KMI products to the customer
- Apply knowledge of gear drive and motion control markets to identify and develop opportunities for sales and market growth in NA
- Use technical knowledge and sales skills to search for new clients and maximize customer potential
- Interact regularly with members of the sales, engineering, finance, operations and management teams to ensure all customer and company needs are met
- Personally manage key accounts
- Strive to always meet, or exceed, personal and team sales and margin targets
- Manage and interpret customer requirements and needs
- Prepare and deliver compelling sales presentations tuned to individual customer needs
- Calculate and present client quotes
- Negotiate proposals and contract terms
- Negotiate and close sales
- Provide after-sales support services
- Prepare, and update regularly, detailed sales forecasts, targets and goals
- Prepare and present reports for management review
- Support marketing activities by attending trade shows, conferences and other events
- Travel to customer sites as required to support sales initiatives

Contact Kinematics:

Interested candidates should email their resume to torque@kinematicsmfg.com with the job title ("Account Manager – North America, Solar") in the subject line. Thank you for your interest!