



CLEAN ENERGY ASSOCIATES LLC

HUMAN RESOURCES DEPARTMENT I OPEN POSITION FORM

Position Summary:

Company: Clean Energy Associates LLC
Department: Sales and Marketing
Position: Pre-Sales Engineer
Region: Global
Location: Denver, CO, Remote, will consider other locations for the ideal candidate
Reports to: VP of Sales and Marketing
Travel: Up to 20%

CLEAN ENERGY ASSOCIATES (CEA) provides technical due diligence and engineering services for solar and storage clients around the globe who are financial institutions, project developers, EPCs, IPPs, and PV power plant owners.

To learn more about CEA, please visit www.cleanenergyassociates.com

Job Description:

The Pre-Sales Engineer is a critical member of CEA's sales team and is responsible for crafting compelling proposals that demonstrate CEA's deep solar and energy storage subject matter expertise and provide the client with a cohesive picture of the work CEA will perform and the value it creates.

This opportunity requires a deep technical understanding of solar PV equipment, systems, and performance, as well as, the ability to understand and draft commercial contract terms. The successful candidate will also possess strong interpersonal skills and communicate effectively.

Responsibilities

- Manage the bid & proposal queue and prepare responses in a timely manner. Work with the commercial leads to prioritize proposals during times of high-volume.
Provide technical support to the sales team during client meetings & engagements.
Distill customer needs into action-oriented deliverables. Coordinate with the execution teams, as needed, to develop and draft custom scopes of work.
Actively seek new value-add solutions to serve our clients.
Assess and mitigate resource and cost over-run risks through careful definition and clarity of scope.
Provide costing & resource estimates to support bid pricing.
Interface directly with customers to answer questions relating to the proposals or to refine scope of work content. Assist in proposal and contract negotiations, as needed.
Facilitate contract hand-off to project execution teams.
Prepare standard and custom sales collateral and marketing materials, as need.



- Work collaboratively as a member of the commercial team to meet sales goals, identify new opportunities, and grow the business.
- Other ad hoc responsibilities, as required from time to time.

Qualifications/Requirements:

- Bachelor's degree in engineering or technical field.
- Minimum of 4 years technical background in Solar PV and/or Energy Storage.
- Minimum of 2 years in customer facing role; power generation industry preferred.
- Expert knowledge of PV equipment, systems, and/or performance.
- Responsive and proactive problem solver with a "get it done" mentality.
- Excellent verbal and technical writing skills (English).
- Excellent organization and time management skills.
- Pedantic attention to detail.
- Ability and desire to work with customers with integrity and professionalism.
- Ability to interact directly with clients daily in North American time zones.
- Must be a supportive team member, able to work in a collaborative environment as well as work on self-directed independent projects.
- Must be self-motivated with an ability to balance multiple projects under tight deadline



CEA values taking ownership of the work and perform above and beyond, as such, we're seeking a candidate with the following traits:

1. Ability to absorb information quickly
2. Detail Oriented
3. Organized
4. Patient
5. Flexible
6. Perpetual Optimist
7. Outstanding professional oral and written communication skills, including writing, editing and proofreading
8. Exceptional time management and project execution skills
9. Excellent interpersonal skills and comfortable interacting with personnel of all levels

Desired Start Date:

October 2018

Compensation:

CEA offers competitive salaries, bonus programs and benefits, as well as the opportunity for career progression and professional development

Interested parties please send a cover letter and resume to hr@cea3.com with the subject line: 'APPLICATION: CEA-Pre-Sales Engineer-Your Name.'



About Clean Energy Associates

CLEAN ENERGY ASSOCIATES (CEA) provides technical due diligence and engineering services for solar and storage clients around the globe who are financial institutions, project developers, EPCs, IPPs, and PV power plant owners. From our base in China, our team of engineers travel to factories around the globe to conduct upstream in-factory quality assurance via audits, production monitoring and pre-shipment product inspection. From our USA base, our engineering (IE/OE) team provides system design, energy forecasting, product benchmarking, and supply chain services. Downstream, we audit projects through the full cycle, including design, construction, commissioning, project performance, re-power and upgrade analysis, and warranty support. We serve the solar industry through our expertise in PV modules, racking, inverters and energy storage systems. Since 2008, CEA has reduced Buyers' risks and improved returns on investments via technical assurance and engineering services covering more than 25 GW+ in 35+ countries.

Purpose: We believe that by helping our clients and stakeholders deploy solar and storage solutions worldwide we are creating a better future

Mission: To help our clients and partners deploy quality solar and storage solutions worldwide

Vision: To become by 2025 the leading global solar PV and energy storage engineering services firm that creates tangible impact with every client

Core Values:

We are excited to be working in the solar industry and seek your active involvement in building and strengthening our values into your daily life in your professional endeavors.

As a team, our core values differentiate us from our competitors and align our interests as a company, so we encourage all employees to practice and celebrate our values.



CEA Core Values:	Descriptions:
We are Family	We are inclusive and value diversity We appreciate and support each other We celebrate wins; teamwork is the key to our success
Have Fun	We value smiles and laughter We see synergy with our work and personal lives We strive for balance among work, family and community
Unending Curiosity	We approach people and problems with curiosity We always search for new ways to get things done We constantly seek to understand our market, improve our strategy and benefit our clients
Be Humble	We listen with empathy and understand with compassion We act with transparency and openness We admit our mistakes; success is infinitely divisible
Do the Right Thing	We do the right thing for the right reasons in the right way We act with integrity and authenticity, even when under pressure We are honest and listen
Results Matter	We know that getting things done counts most We consistently execute our work despite challenges We have a bias for action and search for answers
Own It	We take ownership of our actions and responsibilities We approach obstacles with the mindset that we can overcome them We honor our commitments and hold ourselves and each other accountable
Perform Above and Beyond	We ask ourselves "What more can I do?" We understand our work and strive to exceed expectations We define success by achievement and high client satisfaction