



Manager of Operations

SolarKal is looking for a self-driven and motivated individual to join its team and support the company as it enters its next crucial growth phase, given recent private equity funding. This is a rare opportunity to join a fast-growing solar energy company with a proven track record, established clients, and several accolades and awards under its belt. This position will report directly to the COO and work closely with all divisions of the Company, including Sales, Marketing, Product, and Senior Management. This position requires a unique blend of sales and marketing operations knowledge, technical experience with CRM and other platforms, and involves process management, strategic problem-solving, and ideating and improving operations for the Company.

About SolarKal

Founded in 2015, SolarKal is the leading marketplace for commercial solar in the US, connecting organizations to solar energy providers who compete for their business. Over the past 7 years, SolarKal has advised on over \$300M of solar projects across 15 states, serving as the procurement advisors of some of the largest businesses, commercial real estate owners, and non-profits, in their switch to solar. SolarKal's proprietary, tech-driven solar procurement platform has over 200 solar providers that bid on projects from \$200K-20M, and compares dozens of variables in a simple apples-to-apples format for the client. By working with SolarKal, our clients get access to a vast network of vetted solar companies that have completed thousands of projects with Fortune 500 companies. SolarKal recently completed a Series A investment round, adding to its growth profile.

Job Description:

This is a full-time position. This position will have a variety of responsibilities which include:

- Main point of contact and leader for all of SolarKal's CRM uses, including Sales, Marketing, Product/project management, and integration and maintenance with several other software platforms;
- Improve various Sales processes, including commissions accounting and payments, target list creation and assignment, and integration with Marketing processes;
- Ownership of all company data health, storage, and strategy;
- Existing customer target lead scoring and prioritization;
- Communication conduit between Sales, Marketing, Product, and Management;
- Upon new client closings, integration into all company software and processes;
- Leadership on SolarKal's operations strategy and growth, including recommending and integrating new apps and software to improve Company's operations.

Key Qualifications

Candidates who qualify for this position will be ambitious, self-motivated and comfortable working in a small, partially remote, company environment.

If you possess the following, we'd like to hear from you:

- Minimum of 3 years experience in sales or marketing operations;
- Direct knowledge and handling of Salesforce,;
- Experience in other operation and project management software is a plus;
- Self-motivated with a go-getter mentality; experienced in small organizations preferred;
- Detail oriented with strong analytical, research and data analysis skills.
- Proximity/commutability to Boston or NYC is a plus.

Job Benefits

- Casual, entrepreneurial, comfortable, fun and proactive with an accountable, high performance, and results oriented work environment;
- Access to senior leadership and ability to make an impact both internally, and for clients;



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- Work on something exciting, changing rapidly, and ultimately helping the planet;
- Competitive salary and bonus, and generous healthcare and 401K benefits;
- SolarKal is comfortable with remote-work, but has offices in NYC and Boston, with expectation of periodic in-office work (and option for in-office 5 days a week).