



## **Sr. Account Manager** **Engineering Degree Required**

Morningstar Corporation is the world's leading supplier of solar charge controllers and inverters. Located in Newtown (Bucks County), PA, we've been successfully designing high quality, highly reliable and innovative power electronic products for over 24 years. We are leaders in the off-grid solar energy market throughout the world.

Due to company growth and an expanding product line, we are currently looking to add to our Sales team. We need talented professionals looking to help make the world a better place through renewable energy. Our employees are passionate about what they do. We want people with a long-term perspective who wish to become owners of the business and directly contribute to our growth and success. Region and/or product line responsibilities will be determined based on your skills and interest and department needs.

### **Successful Candidates must have:**

- Bachelor's Degree in Engineering, (Electrical Engineering preferred)
- 7-10 years of technical product sales experience
- Excellent written & verbal skills
- Willingness to travel (domestic and international)

### **Additional preferred skills include:**

- Experience or interest in the Renewable Energy industry
- Experience with inverters (off-grid or grid-tie)
- International Travel experience
- Proficiency in a second language

We work in a collaborative atmosphere often with spontaneous meetings between Sales, Product Management, Marketing, and Applications Engineering in development of new products that meet the needs of our industry and our customers. The Sales Team works directly with our customers worldwide, providing technical information, training, promotion, and education of our power electronic products. Account Managers also assist in providing technical specifications for project bids and improving our distribution channels. Through daily communications, trade shows, training events, and onsite visits, Account Managers are tasked with developing strong relationships with our B2B customers.

This position is a salaried, non-commission technical sales role. Salary is competitive and a relocation package is available for qualified candidates. Morningstar offers an Incentive Stock Option Plan and an Employee Stock Purchase Plan in addition to a full benefits package that includes Medical, Dental, Vision plans and a 401(k) retirement plan.

Send cover letter and resume to [careers@morningstarcorp.com](mailto:careers@morningstarcorp.com).