



First Solar Job Description

Job Title: Technical Sales Engineer

Reports To: Technical Sales Engineer Lead

Job Status: Exempt

Basic Job Functions:

The Technical Sales Engineer manages the technical aspects of the sales cycle for photovoltaic modules and is the voice of the customer back to the Product Management and R&D teams, within the Americas. It is a client facing position.

This role leads customer opportunities from early stage origination through indicative analysis and final bidding. It includes supporting the contract execution team lead after a deal is won. The Technical Sales Engineer works as an integral member of the Sales and Product Management teams. This role is responsible for completing the plant performance estimates, technology comparisons, site layouts, and capital cost estimates for a module sale or for a customer's RFP bid response.

The role works with a commercial lead to address and remove any technical roadblocks that would prohibit a customer from executing a module transaction. This includes reviewing customer technical documents, site optimization, Balance of System cost guidance, and plant performance estimates to ensure module customers and third-party partners are optimally designing, testing, and valuing First Solar module technology. When necessary, this role will coordinate the customer's deeper technical and business questions to the proper resource whether within First Solar or through collaboration with industry professionals.

The Technical Sales Engineer reflects the First Solar tenet of customer intimacy and is the first person the customer will contact when technical concern arises.

Education and Experience:

- Must have a BS degree in an engineering discipline, (i.e. BSEE, BSME, BSCE, BSChE);
- Advanced degree in Business or Engineering preferred, but not required
- 2-5 years power industry experience with knowledge of solar project design, equipment selection, energy modeling, and technical sales
- Prior experience in the solar industry required
- Project experience to include: project development, conceptual and detailed design, engineering and optimization, cost estimating, and procurement.
- Battery Storage, inverter, PV structure, construction, field-testing, allocation, marketing, fulfillment, execution, commissioning, and data analysis experience a plus.
- Professional Engineer Registration is a plus.

Required Skills/Competencies:

- Must possess technical knowledge of related engineering systems, equipment, engineering calculations and construction methods/materials
- Aptitude for and/or knowledge of product development, project engineering, procurement and construction processes/procedures

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- Strong customer relationship skills and ability to effectively communicate technical parameters of a power plant to customers
- Proficient knowledge of engineering economics and optimization process
- **Practical knowledge of project development and technology evaluation processes**
- Excellent verbal communication and interpersonal skills required
- Strong computing skills including MS Office Suite, computer aided design, and engineering programs
- Organized with the ability to simultaneously manage customer relationships and close transactions

Essential Responsibilities:

- Working with a commercial lead, effectively engage in the consultative selling process to and communicate First Solar's technical value proposition to customers via phone calls, email, in-person meetings, and written proposals
- Develop and maintain strong, collaborative working relationships with clients and industry partners
- Review and provide feedback to customers on plant energy estimates, site layouts, and capital cost estimates
- Generate and manage internal creations of cost estimates, comparisons, layouts, energy predictions, and module application notes and certifications
- Review technical portions of written proposals including energy modeling tools, weather file selection, electrical and structural ecosystems and align with commercial offers.
- Represent First Solar at technical conferences for the PV industry, lead speaking engagements that advocate for First Solar's module technology, lead creation of recorded technical videos and technical marketing collateral
- Stay informed of technical and economic trends within PV industry, providing free technical consulting to customers when it can facilitate and advance a module sale opportunity.
- Stay informed on the offerings of key industry providers for structure and other balance-of-plant equipment, route module customers to integrators that can enhance First Solar's module value.
- Develop and maintain strong, collaborative working relationships with internal clients at both the senior management and staff level. Communicate technical risk on customer execution and fulfillment as needed.
- Other duties as assigned
- Job description subject to change at any time

Reporting Relationships:

- No direct reports.

Travel:

- Up to 25% Travel as necessary.

US Physical Requirements:

Office Physical Requirements:

- All positions in our office require interaction with people and technology while either standing or sitting. In order to best service our customers, internal and external, all associates must be able to communicate face-to-face and on the phone with or without reasonable accommodation. First Solar is committed to compliance with its obligations under all applicable state and federal laws prohibiting employment discrimination. In keeping with this commitment, it attempts to reasonably accommodate applicants and employees in accordance with the requirements of the disability discrimination laws. It also invites individuals with disabilities to participate in a good faith, interactive process to identify reasonable accommodations that can be made without imposing an undue hardship.

Potential candidates will meet the education and experience requirements provided on the above job description and excel in completing the listed responsibilities for this role. All candidates receiving an offer of employment must successfully complete a background check and any other tests that may be required.

Equal Opportunity Employer Statement: First Solar is an Equal Opportunity Employer that values and respects the importance of a diverse and inclusive workforce. It is the policy of the company to recruit, hire, train and promote persons in all job titles without regard to race, color, religion, sex, age, national origin, veteran status, disability, sexual orientation, or gender identity. We recognize that diversity and inclusion is a driving force in the success of our company.

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