



## Inside Sales & Marketing Representative

Morningstar Corporation, the world's leading supplier of solar charge controllers and inverters, has an opening for an Inside Sales & Marketing Representative within our Sales Dept. in our Newtown, PA office, a suburb of Philadelphia. At Morningstar, we have a higher purpose to make the world a better place by promoting renewable energy. Within renewables, we've chosen the solar energy industry as our way of fulfilling that purpose. For almost 25 years, Morningstar Corporation has successfully designed high quality, reliable and innovative power electronic products for the solar (PV) industry. We value our strong long-term relationships with employees, customers, suppliers, and shareholders.

### Responsibilities

- Serve as a primary point of contact for inbound sales inquiries and successfully ascertain and satisfy customer needs
- Source new sales opportunities via inbound lead follow-ups and outbound cold calls and emails
- Work with Sales Team to research and develop prospects
- Work with Marketing staff to develop client acquisition strategies

### Required Skills and Experience

- Associate's degree or higher with a STEM focus, preferably in Electronics
- Excellent verbal and written communication skills
- Strong customer service ethic
- Proficient with Microsoft and Google software products, especially Excel
- Passionate about renewable energy, specifically the solar industry

### Additional Preferred Skills and Experience

- Sales experience, preferably in an office setting
- Professional phone skills
- Salesforce or other CRM experience
- Excellent time-management skills
- Foreign language skills

The entire Sales team works closely with Product Management, Marketing, and Applications Engineering in the collaborative development of new products that meet the needs of our industry and our customers. The Sales Team also assists in providing technical specifications for project bids and improving our distribution channels. Those with a long-term perspective who wish to become an owner of the business and directly contribute to our growth and success are encouraged to apply. We are seeking talented, high energy professionals looking to help make the world a better place through renewable energy!

Morningstar offers a competitive, non-commission salary including 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.

Please send cover letter and resume to [careers@morningstarcorp.com](mailto:careers@morningstarcorp.com). Applications will not be accepted without a cover letter.