

POSITION DESCRIPTION

Role Title:	Technical Sales Manager – Renewables		
Reports to:	Head of Marketing		
Direct Reports:	NA	Location:	TBC

PURPOSE OF THE ROLE

To strengthen Corys' technical renewables capability and support the continued growth of the renewables business across New Zealand.

Reporting to the Head of Marketing, the role is working alongside the Channel Managers, providing specialist technical and commercial support to customers, branches and sales teams, helping identify, develop and convert opportunities across solar PV, battery storage, EV charging and other emerging energy solutions.

The role will initially draw on strong practical solar and technical sales capability while progressively supporting Corys' development into larger commercial, industrial and utility-scale renewable energy opportunities. The position will help build the technical capability, customer relationships, project disciplines and supplier support required for Corys to participate confidently in the evolving renewables market.

KEY TASKS	DELIVERABLES
Technical Sales & Solutions Support	• Provide technical support across solar PV, battery storage, EV charging and related renewable energy solutions. • Understand customer requirements and translate these into practical product and system solutions. • Support the development of technical proposals, bills of materials, product selections, quotations and customer presentations. • Provide technical input into renewables tenders and project opportunities. • Work with suppliers and technical partners to resolve product, application and system requirements. • Provide practical guidance on product applications, installation considerations and solution options. • Ensure technical advice remains within Corys' area of expertise and appropriately escalate specialist engineering, certification or design requirements.
Customer & Opportunity Development	• Build relationships with electrical contractors, solar installers, commercial customers and other relevant renewables stakeholders. • Work alongside BDMS, Sales Representatives, Branch Managers and branch teams to identify and develop renewables opportunities. • Attend customer meetings, project discussions and site visits where specialist renewables knowledge can assist with progressing an opportunity. • Help customers and Corys teams identify suitable technical and commercial solutions. • Support the development and conversion of renewables opportunities into sustainable sales outcomes.

	• Maintain appropriate visibility of opportunities being supported and follow through on agreed actions.
Commercial, Industrial & Utility-Scale Development	• Build Corys' technical capability to participate in larger commercial, industrial and utility-scale renewable energy opportunities. • Support early-stage technical evaluation and qualification of larger solar and battery energy storage opportunities. • Work with suppliers, technical partners, contractors and other specialists to develop suitable solutions for larger projects. • Support specifications, tenders, technical submissions and solution development as required. • Develop practical and repeatable tools that strengthen Corys' capability to support larger renewables projects. • Build knowledge of utility-scale products, project structures, customer requirements and market participants as this part of the business develops. • Develop relationships with EPCs, developers, consultants, electrical contractors and other relevant project stakeholders.
Renewables Capability & Training	• Build renewables knowledge and confidence across Corys' sales and branch network. • Deliver practical product, application and solution training to relevant teams. • Support customer and installer training in partnership with suppliers. • Develop practical guides, tools and technical resources to assist sales teams when discussing renewables solutions. • Help Corys teams identify when an opportunity requires specialist technical support. • Share project and customer learnings to strengthen capability across the wider business. • Support the progressive development of Corys' capability across residential, commercial, industrial and utility-scale applications.
Channel & Supplier Collaboration	• Work closely with the Channel Manager to support the execution of Corys' renewables direction. • Provide technical, customer and market feedback to support product, supplier and channel decisions. • Work collaboratively with suppliers on technical support, training, product introductions and customer opportunities. • Support new product introductions by helping teams and customers understand product applications and technical requirements. • Provide practical feedback on product performance, market gaps, competitor activity and customer requirements. • Support strong supplier relationships focused on technical capability, customer support and commercial outcomes.

Market Intelligence & Reporting	• Maintain up-to-date knowledge of solar PV, battery energy storage, EV charging and emerging renewables technologies. • Monitor market developments, customer needs, competitor activity and changing technical requirements. • Develop knowledge of the commercial and utility-scale renewables market and relevant industry participants. • Identify technical, product or capability gaps that may limit Corys' ability to participate in future opportunities. • Maintain visibility of renewables opportunities supported by the role, including progress, barriers and next actions. • Provide clear and practical insights to the internal stakeholders as required.
Health and Safety	• A safe and healthy working environment is maintained; Safety Starts with Me • Actively participate in safety initiatives • Ensure Health and Safety standards, policies and procedures are fully understood by self and direct reports • Ensure appropriate PPE, site controls and safe working practices are followed. • Promote safe application and use of renewables products through appropriate technical guidance. • Report hazards, incidents and near misses promptly and participate in investigations where required.

KEY RELATIONSHIPS

Internal • CEO • Senior Operational Leadership Team • Branch and Sales Teams • Other functional support teams	External • Suppliers of products and services • Advisors • Other relevant stakeholders
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PERSON SPECIFICATION

BEHAVIOURAL COMPETENCIES

Technical Credibility	Demonstrates strong practical renewables knowledge and provides clear, accurate and commercially relevant technical support.
Customer Focus	Understands customer requirements and develops practical solutions that add value and strengthen relationships.
Commercial Awareness	Understands that technical solutions must also deliver sustainable commercial outcomes for the customer and Corys.
Communication & Influence	Communicates technical information clearly and builds credibility with customers, tradespeople, suppliers and internal teams.
Collaboration	Works constructively alongside the team to achieve goals for Corys.
Problem Solving	Uses practical technical knowledge to identify solutions, remove barriers and progress customer opportunities.

Initiative & Follow Through	Takes ownership, follows agreed actions through and maintains momentum across multiple opportunities.
Learning Agility	Continues to build knowledge as technologies, customer requirements and the renewables market develop.

KNOWLEDGE, EXPERIENCE AND SKILLS REQUIRED

Knowledge, Experience and Skills

- Strong practical experience within solar PV, renewable energy, technical sales, electrical contracting or a related technical environment.
- Strong understanding of solar PV systems and associated electrical products and applications.
- Demonstrated ability to translate technical knowledge into practical customer solutions.
- Strong customer engagement and relationship-building capability.
- Commercial or sales experience with the ability to support opportunity development and conversion.
- Previous experience within electrical wholesale would be highly advantageous.
- Experience with battery storage, EV charging, commercial solar or larger renewable energy projects would be advantageous.
- Experience preparing quotations, system proposals, bills of materials or technical submissions would be advantageous.
- Capability and interest in developing from residential and commercial renewables into larger commercial, industrial and utility-scale project environments.
- Ability to work effectively with suppliers, contractors, technical specialists and internal sales teams.
- Relevant electrical, solar or renewable-energy qualifications would be advantageous.
- NZ electrical registration would be advantageous but is not essential unless required for regulated work undertaken by the role.
- Strong organisational and computer skills.
- Clean, valid driver's licence and ability to travel nationally.

OCCUPATIONAL HEALTH & SAFETY

PHYSICAL CONSIDERATION

Corys Electrical is committed to ensuring that employees' health and safety is not compromised either by the work environment or by work process and procedures.

The company makes every effort to –

- Provide a safe and healthy work environment; and
- Reduce the risk to employees arising from identified hazards.

The company takes all reasonable steps to ensure that individuals are not appointed to positions which will endanger their health. It also ensures that all significant hazards associated with positions are identified.

As part of its occupational health and safety practices, the company may require a prospective employee to complete a health questionnaire prior to any offer of employment, in order to ensure that potential risks to employees are identified.

POTENTIAL HAZARDS

ACTIVITY	HAZARD
Computing	• Use of computer monitor

	• Occupational overuse syndrome
Driving	• Traffic • Road conditions • Fatigue • Cell phone use
Customer / project site visits	• Construction activity, electrical hazards, working at height and site-specific risks
Supplier demonstrations / training	• Tools, equipment, trip hazards and other activity-specific risks