



**Job Title:** DIRECTOR OF MARKET INTELLIGENCE  
**Location:** NATIONAL CITY, CALIFORNIA  
**Reports To:** COO  
**Salary/Wage:** DOE

**WIND ENERGY EXPERIENCE REQUIRED.**  
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**Knight & Carver Wind Group is looking for a qualified and experienced National Director to understand overall Wind market fundamentals and lead our growth opportunity support function .**

**JOB DESCRIPTION:**

- Deep understanding of the Wind Energy Business
- Deep understanding of business models and practices of Key O&M and Owner / Operators
- Deep understanding of unfulfilled customer needs
- Ability to evaluate size of each market, competitive landscape and cost of entry
- Ability to evaluate addressable opportunities and entry strategies, including pricing model
- Ability to calculate time and ROI model to include metrics to measure interim success
- Work with Sales and Engineering to create products and services geared to marketplace acceptance
- Provide support to Sales on new applications/services and potential unit volume in the market
- Work with Engineering to understand customer expectations, specifications, BOM's, cost, market pricing and then generate ECO
- Ability to determine projected market penetration by customer and determine improvement actions
- Plan and structure new agreements
- Provide market intelligence to the technical staff to enhance our product development efforts
- Attend educational, sales, marketing & trade show events provided by industry participants
- Be able to develop opportunity analysis for Field Service
  - Top 5 O&M customers
    - Structure including Names / Budget / Process / Last years spend by category
    - Addressable opportunities
    - Understanding where our company fits on each of our customer's P&L & Strategic Plan
    - Understanding the relationship between our customers and the utilities they serve
  - Top 10 Owners of Wind Projects
    - Analysis by Project / Structure including Names / Budget / Process / Last years spend by category
    - Addressable opportunities
    - Understanding where our company fits on each of our customer's P&L & Strategic Plan
    - Understanding the relationship between our customers and the utilities they serve
- Perform miscellaneous duties, tasks & projects as needed

**[OVER PLEASE]**



### **REQUIREMENTS:**

- **WIND ENERGY EXPERIENCE REQUIRED.**
- BA/BS required in Business or Marketing or equivalent experience. MBA/MS a plus
- Proven/Quantifiable sales/service/product knowledge expansion experience
- Basic understanding of financial cost drivers and managing to a budget
- Ten (10) years of sales/service/market analysis experience required including growth expansion record
- Ability to travel extensively (up to 60% to 70%)
- Experience developing/implementing highly successful business partnerships
- Ability to inspire, energize and motivate with customer needed services/products
- Communication skills that command respect without alienation
- Must have excellent computer skills, SAP Business One a plus, ERP
- Completion of a 4 week training program

### **BENEFITS:**

- 100% PAID Medical, Dental, Chiropractic & Long-Term Disability for the employee and 50% coverage for dependents after 60+ days
- Vision & Cafeteria Plans available after 60+ days
- 15 Vacation Days Annually
- 6 Paid Holidays Annually
- 401k Retirement Program with employer contributions after 6 months
- Educational Assistance Programs
- Employee Assistance Programs
- Professional working environment with a growing organization and staff!

### **CONTACT INFO:**

- FAX: 619.791.1126
- EMAIL: [hrwindgroup@kcwind.com](mailto:hrwindgroup@kcwind.com)
- IN PERSON: MONDAY-FRIDAY 9am to 5pm, 2423 HOOVER AVE., NATIONAL CITY, CA 91950
- Knight & Carver Wind Group is an Equal Opportunity Employer with a Drug-Free work environment.
- [www.kcwind.com](http://www.kcwind.com)

**WWW.KCWIND.COM**