



Connected Solutions Manager

Solar Technology, Inc. (SolarTech) is an ISO-9001:2015 certified manufacturer of high-tech specialized construction equipment used for the management and control of traffic in and around work zones associated with road, highway and bridge construction, maintenance and repair. Defined by reliability, we are the oldest manufacturer of portable trailer mounted solar powered flashing Arrow Panels and Changeable Message Signs and conducts *all* product research, design, development, manufacturing, service and support at its single facility in Allentown, PA. We are thrilled to extend the opportunity for the best qualified candidate to join our team as the Connected Solutions Manager.

SolarTech is seeking a dynamic, detail oriented, and experienced Connected Solutions Manager. This role is designed to manage internal and external system processes and will function as the liaison between sales, engineering, and customers, ensuring that product development aligns with customer requirements and market trends. The Solutions Manager is vital to the contribution of our mission: leading the industry in innovative product design and advanced manufacturing techniques and critical to our underlying aim; meeting, then exceeding customer requirements and ensuring customer satisfaction.

Job Summary:

As the Connected Solutions Manager for Intelligent Transportation Systems (ITS) and Telematics at SolarTech, you will play a pivotal role in driving the support, sales, and promotion of our connected device solutions for connected work zones and fleet management applications. You will be hands on with the pre- and post-sales support, partnership integration and ensuring alignment with customer needs and market trends. Reports to the Director of Outside Sales.

Location: Allentown, PA (Open to Remote for the Right Candidate)

Job Requirements:

- Bachelor's degree with a concentration in engineering, software development or business.
- Minimum 2 years in industrial equipment support or sales, preferably in traffic safety or highway construction equipment, with demonstrated product management experience. Experience in SaaS product management preferred.
- Familiarity with connected device (IOT) technologies, Intelligent Transportation System products, and software solutions. Understanding of market needs, pricing, and competitor analysis.
- Proficiency with Microsoft Office, ability to travel up to 25%, and excellent communication and customer service skills.

Essential Job Responsibilities:

- Drive the promotion, sales, and support of SolarTech's connected device solutions for smart work zone applications throughout North America.
- Serve as the primary liaison between sales, engineering, and customers, ensuring that product development aligns with customer requirements and market trends.
- Provide training and support to dealers and end users for the installation and utilization of SolarTech's connected device solutions.

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- Collaborate with the Director Outside Sales to develop and enhance SolarTech's connected device product portfolio, incorporating customer feedback and market insights.
- Assist Regional Sales Managers in cultivating and maintaining relationships with accounts and dealers.
- Participate in selected trade shows and contribute to the development of regional marketing strategies for both software solutions.
- Regularly communicate product updates and features to customers, dealers, and the broader marketplace.
- Cultivate relationships with key stakeholders in state DOTs to expand the adoption of SolarTech's connected device solutions across the USA and Canada.
- Ensure the timely update and distribution of marketing materials.

Job Duties:

- Establish and maintain relationships with key decision-makers and stakeholders within Department of Transportation (DOT) agencies and other relevant government entities at both the state and national levels.
- Conduct product inspections to maintain quality standards and monitor active solutions to troubleshoot any issues in a timely manner.
- Provide training to customer and dealer personnel as needed.
- Represent SolarTech professionally in all interactions.
- Identify opportunities for process improvements and recommend necessary changes.
- Ensure prompt processing of customer purchase orders and product setup.

Performance Criteria:

- Drive product success through innovation, contributing to increased profitability for SolarTech.
- Expand SolarTech's customer base and market presence in the ITS/Smart Work Zone sector.
- Drive growth in SolarTrak by working with Marketing and Regional Sales Managers to support their needs and business development activities.
- Provide relevant information to the Director Outside Sales and Leadership Team as required.
- Maintain positive relationships with customers and state entities receiving favorable feedback on sales support.

Benefits:

- Compensation range between \$60,000 to \$80,000; based on national average
- Medical, dental, vision, life insurance, short term disability, long term disability, Paid Time Off (PTO), vacation, and 401k program with employer match
- We have a dynamic culture with our team members who are encouraged to contribute, change, grow, and opportunity for rewards accordingly

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