



## Business Development/Sales Intern

KiloNewton is an Albuquerque-based engineering consulting and software development company. Founded in 2017 by John Williamson, the former Chief Engineer of Array Technologies, our mission is to lower the cost of renewable energy.

With our success this year as a finalist in the US Department of Energy's American Made Solar Prize and the commercial roll-out of our SolarSpace™ Toolbox solar site optimization software we are poised to aggressively expand both our SolarSpace™ software and our SITE™ optimization services businesses.

If you are self-motivated, well-organized, highly-numerate—and want an internship experience in which you can be challenged while working with some of the best minds in the renewables industry—then KiloNewton is a great fit for you.

The successful candidate for the position will support the VP Business Development in both strategy and execution. The Business Development/Sales Intern will play a key role in developing and maintaining processes to optimize the acquisition and on-boarding of new customers and will support the VP Business Development in strategic and financial planning. They will be a critical role in day-to-day operations and will need to be flexible and prepared to wear several hats, often simultaneously.

We are seeking an energetic, tech-savvy person who can learn quickly and work independently when needed.

### Job Description and Responsibilities

- 6-month internship (minimum) with the possibility to extend or convert to full time
- Working directly for a highly-experienced VP of Business Development
- Supporting our new business effort—both sales and strategy
- Preparing sales presentations, proposals, pricing worksheets and related customer documentation
- Maintaining our CRM system and key business metrics databases
- Supporting website maintenance, email campaigns and other marketing efforts
- Researching new business opportunities and potential customers
- Perform any other duties related to the position as directed

### Skills and Requirements

- Integrity and enthusiasm
- Ability to quickly learn and use new software
- Minimum completion of 3rd year of an undergraduate Business program or applicable specialization.
- Will also consider very strong candidates from other fields
- Excellent data-processing skills, including Excel, and
- Excellent reading, math, and professional writing skills
- Ability to interact with staff, clients, and contractors in a professionally manner.
- Interest and familiarity in Engineering and/or Renewable Energy desired

To apply, or for any questions, send an email with your contact information, job interest, and resume/CV to [careers@kilonewtonllc.com](mailto:careers@kilonewtonllc.com).

610 Gold Ave SW, Suite #236, Albuquerque, NM 87102 USA  
1(505)312-8490  
[careers@kilonewtonllc.com](mailto:careers@kilonewtonllc.com) [www.kilonewtonllc.com](http://www.kilonewtonllc.com)