



Financial Analyst - Sales

Job Title: **Financial Analyst - Sales**

Location: **Austin, Texas; Bay Area, California**

Reports to: **Sales Finance Manager, FP&A**

About FTCSolar Inc:

We are a growing team of dedicated renewable energy professionals focused on delivering cost reductions to our clients worldwide across the solar project development and construction cycle. With over 1GW of US and 4GW of worldwide project installation experience, our differentiated offerings, led by our single axis tracker called Voyager, drive value for utility-scale solar EPCs, developers, and long-term asset owners.

Products and Services:

- Single axis tracker (1.8 GW of installations worldwide)
- Development Engineering Services
- Pay for Performance Engineering Consulting
- Pay for Performance Lean Construction Implementation
- Design Automation Software
- Portfolio Management Software

Position Overview:

The Financial Analyst - Sales is a central role within the FP&A team, who will be responsible for maintaining the company's sales forecasting model and improving its forecast accuracy through advanced data analysis. We are looking for a self-starter with excellent quantitative skills that sets the rhythm of the business through regular updates on the sales outlook and insights on the sales pipeline. In addition to helping lead key financial processes like annual planning and monthly forecasts, this role will drive significant value across the organization by developing CRM tools that support sales enablement and process optimization for the commercial team.

Additionally, we are looking for someone who has deep understanding of the dynamics of complex projects, who understands the solar universe well, and who can strategize effectively to stay several steps ahead of likely problems. You will be part of a fast-paced, collaborative team bringing essential solar technology to projects both in the US and around the world. You have high attention to detail and demonstrate professionalism and integrity in the work that you do. You know the right questions to ask, get clarity, prioritize, and then execute.



+1 866.FTC.Solar



www.FTCSolar.com
info@FTCSolar.com



9020 N. Capital of Texas Hwy Suite 1-260
Austin, TX 78759

Responsibilities:

The **Financial Analyst - Sales** will perform wide range of duties including some or all the following:

1. Maintain the company's sales forecasting model, and identify areas to improve accuracy by implementing advanced analytics and predicting data trends
2. Own reporting for weekly, monthly, and quarterly deliverables and ensure a high degree of quality, timeliness, and accuracy
3. Collaborate with Finance and Accounting to optimize and expedite FP&A inputs to the monthly close and rolling six quarter forecast process
4. Establish business partnership with the sales organization by providing analysis, reporting, and project support to team
5. Identify opportunities for performance improvement or process gaps in reporting and forecasting processes
6. Support key strategic initiatives on the Salesforce roadmap to drive data integrity and user adoption
7. Support other special projects and ad hoc analysis as they arise

Requirements:

- Bachelor's Degree in Business Administration, Finance, Economics, or related quantitative field
- 4+ years of related experience, preferably in Finance or Sales Operations roles
- Strong advanced planning and forecasting skills with attention to detail
- Prior experience working in solar/renewable industry (preferred)
- Experience with sales enablement tools and CRM systems such as Salesforce (preferred)
- Advanced user skills in MS Excel and MS PowerPoint
- Solid judgement with ability to make good business decisions at minimal direction
- Ability to work in fast pace and global start-up environment

FTC Solar offers competitive wages, growth opportunities, and a comprehensive benefits package including:

- Medical and Life Insurance
- Short-term and Long-Term Disability Insurance
- Other various voluntary insurance coverage options
- 401(k) with a company match and much more



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