



Solar Consultant

Job Description:

This position is expected to provide complete and appropriate solutions for prospects in order to boost revenue growth, customer acquisition levels and profitability. This position will be tasked with finding prospects and walking those prospects through our sales process to help provide a long-term energy savings. A Solar Consultant will be responsible for quotas of sales. The right candidate will be the face of the company in the market and will present high morals and ethics by ensuring that the company's fundamental values and beliefs are followed and maintained.

Primary Roles:

- Meet and exceed sales quotas provided by the organization
- Lead Generation
- Communicate with Project Design Engineer for proposal needs
- Communicate with Project Manager on all sold jobs
- Coordinate with engineer team on project specs
- Follow up with all leads
- Present proposals to customers
- Collection and Signing of all paperwork required
- Maintain sales activity daily in our CRM system.

Knowledge, Skills and Abilities Required

- Effective leadership and communication (oral, written, presentation) skills
- Ambitious attitude with abundant positive energy
- Coachable but confidently independent when set free
- Capable of working flexible hours and accommodating various working styles
- No experience in solar required
- Minimum 3 years in outside sales
- Build rapport with prospects and act as a relationship manager throughout the fulfillment process
- Manage large project pipeline in CRM
- Analyze every step of the fulfillment process to optimize efficiency
- Form an integral and foundational part of a positive and ambitious team culture