

### **100% COMMISSIONED SALES CONTRACTOR**

We are actively building out a world-class sales team and are looking to hire experienced, goal oriented sales individuals to market solar to the residential, commercial, and government sector.

### **RESPONSIBILITIES**

Proactively generate business contacts, residential, commercial, and governmental sales leads

Proactively identify, pursue, and develop new business opportunities within Southern California region

Maintain up-to-date knowledge of Company products, services, and industry regulations

Meet with prospects to evaluate needs, prepare objective and comprehensive sales proposals and close the job

Maintain contact with customer throughout the sales process, effectively coordinating and managing corporate resources to ensure customer needs and concerns are adequately addressed

Develop monthly/quarterly sales goals and targets

### **QUALIFICATIONS**

The Ideal candidate will have the following attributes:

1+ years solar, electrical, or construction sales experience

Basic understanding of photovoltaic systems and solar industry

Ability to mine a sales territory and create new business opportunities for the adoption of Solar Energy generating equipment

Excellent verbal, written and interpersonal communications skills, including presentations to "C" level executives and complex proposal development

Willingness to represent company in a professional manner at networking events, trade shows, etc.

Professional and pleasant demeanor and appearance in all situations

Excellent organizational skills, attention to detail and ability to multi-task

Familiarity with Word, Powerpoint, and Excel a plus

Self-motivated and desire to work in an early stage company in the renewable energy field

### **SKILLS**

The Solar Power (PV) Installer must work well in a diverse, fast-paced and challenging environment, and possess good interpersonal and leadership skills.