



Solar Sales Expert – Marin, Sonoma, Napa

SolarCraft is looking for an ambitious and qualified Solar Sales Consultant to join our Sales Team. Collaborate with a team of industry veterans who are passionate about solar to create a successful and profitable career.

We are recruiting intelligent, educated and charismatic sales professionals who want to work in a collaborative environment to educate homeowners to solar energy and save them money. This is an outstanding opportunity to work with the best in the industry.

The Solar Consultant duties will include:

- Pursue company generated leads for residential and small commercial solar electric systems
- Identify and pursue self-generated leads
- Generate referrals to new customers
- Conduct in-home consultations, perform preliminary design and proposals for customers
- Perform analysis of customer's current site feasibility, projected electrical usage and financial ROI
- Consistently utilize CRM (Salesforce) and proficiently log all activities throughout the entire sales process
- Prepare weekly feedback and forecast reports

Desired Qualification:

- Proven sales professional with technical and consultative selling style
- Experience selling, designing and/or installing solar electric systems
- Great interpersonal and customer relation skills
- Excellent time management and organizational skills
- Knowledge of current rebates, incentives and utility rate structures
- Aptitude for solar system design, and understanding of construction practices
- General knowledge of electrical and construction methods and codes
- Computer Skills-MS Office, CAD, Salesforce/CRM

Benefits:

- Compensation package commensurate with experience and success
- ESOP - 100% Employee Owned Company
- Medical (including PPO, HMO and HSA options), Dental and Vision coverage
- 401K retirement account options
- Opportunity to work for a company that's changing the world, one roof top at a time

A 100% Employee Owned Company, and in business since 1984, **SolarCraft** is continually being acknowledged as a "Best Place to Work in the North Bay". Voted the "Best of Marin" for the past 6 consecutive years, **SolarCraft** is well regarded for our highest quality custom built solar installations & expert craftsmanship. We pride ourselves on exemplary customer service to our discerning clientele.

E-mail or fax only

Cover letter and resume to:
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