

Company Name: Southern Energy Management

Job Title: Solar Sales Associate

Location: Raleigh

Full-time or Part-time: ☒ Full-time **Type of Position:** ☒ Employee

Meets Orange County, NC living wage standards: ☒ Yes

Compensation: Based on experience

Benefits: ☒ Paid Leave ☒ Health Insurance ☒ Dental Insurance ☒ Vision Insurance ☒ Worker's Comp Insurance

Other Benefits:

Start Date: ☒ Flexible Start Date Please discuss this with the hiring manager

How to Apply: <https://www.fitzii.com/apply/56497?s=c42>

Deadline to Apply: ☒ Specific Deadline July 2, 2021

Is it ok for candidates to contact you? ☒ No

Contact Name: Grant Warner

Contact Email: grant@southern-energy.com

Contact Phone: (919) 836-0330

Job Description:

Raleigh, NC
Opportunity to work with a mission-driven certified B Corp
Outstanding benefits package (health insurance, 401(k), and more)
Opportunity to bring your passion for sustainability and clean energy to work
Do you seek to "be the change" by playing an important part in something bigger than yourself?

Are you optimistic, energetic and committed to doing your best work every day?

Do you believe that sustainable energy is a necessary part of our future and are excited by the prospect of being part of a team dedicated to making that a reality? If so, we want to hear from you!

Southern Energy Management (SEM), a mission-driven B-Corp and leader in renewable energy, is currently seeking a full-time Solar Sales Associate to support its energy efficiency and solar energy teams in the Raleigh, NC and surrounding market.

Proud to be one of the first sustainable energy companies to certify as a B-Corporation, our mission is to change the way people make and use energy.

Solar Sales Associate Accountabilities:

Perform on-site assessments and well as read new construction plans to evaluate solar system potential
Gauge customer values, needs and wants and sell the SEM brand
Generate sales proposals and basic solar system designs
Present the benefits of solar PV to homeowners in-home and virtually to advance the sale
Maintain an updated sales pipeline for reporting purposes
Meet or exceed sale conversion targets as set by the sales and marketing director
Obtain referrals from existing customer base
Participate in SEM marketing events, including public presentations
Self generate opportunities through neighborhood marketing, trade events, etc

Qualifications:

At least one year of previous outside sales experience in a solar sales role (B2C) preferred
Ability to effectively manage full sales pipelines and advance opportunities to a sale
Comfort with selling a premium product ranging from \$15,000 - \$40,000
Firm grasp of solar system design and installation parameters.
Firm grasp on key financial metrics (ROI, IRR, etc)
Ability to manage time well to meet deadlines, goals and quotas
Ability to build relationships with existing customers and generate referrals
Proficient in Microsoft Office suite and Salesforce.com (or other CRM)
Excellent verbal, written and interpersonal communication skills
Motivated and driven to succeed in selling sustainable clean energy solutions
Knowledge of home building standards and key principles in home energy usage
Ability to work independently and self motivate