Commercial Solar Sales at SunPeak LLC

If you are confident, assertive, great at building customer relationships that result in closed deals, and have the desire to work with the fastest growing commercial solar developer in the Midwest, we've got a spot for you. We are actively seeking energetic, self-motivated, entrepreneurial professionals to join our Commercial Solar Sales team.

As a Commercial Solar Sales Consultant, your focus will be to develop new business opportunities for commercial scale solar installations. This will entail seeking out and meeting with commercial building owners, C-level executives and company decision-makers, qualifying leads provided, and prospecting your own leads through your network and lead channels. This is a Seller-Doer position that will involve a wide variety of diverse assignments including: customer development, solar feasibility analysis, project proposal presentation, prequalifying and offering complex financing programs and pro forma economic analysis. The position will require diverse stakeholder interactions with: utilities, financial institutions, energy end-users, investors, government agencies and various other organizations.

RESPONSIBILITIES AND ESSENTIAL FUNCTIONS:

• Develop and manage business partnerships with key commercial customers, involving 50% travel.
• Aggressively and continually prospect for commercial solar installation opportunities
• Research, call, and meet with commercial building owners, CFO's and company decision-makers.
• Obtain potential client's energy usage information and work with design engineer to develop cash-flow positive solar investments
• Deliver professional, articulate and effective sales presentations to potential commercial solar customers
• Manage client communication and liaise internally throughout the sales process
• Conduct initial site evaluation and discuss solar financing options with customers
• Maintain a positive, trusting and credible relationship with all commercial prospects/clients through sound customer service and frequent follow-up.

REQUIREMENTS:

• B.A. or B.S. degree or equivalent experience
• Excellent written and verbal communication skills
• B2B sales experience - ($100,000+ per project financial sales experience preferred)
• Proficient with Outlook, Microsoft Word, Excel and PowerPoint (CRM experience preferred)
• Must have a valid driver's license with a clean driving record -
• Ability and desire for local travel

A STRONG CANDIDATE WILL POSSESS THE FOLLOWING:

• Tenacious problem solver: Ability to accurately assess, solve, implement, and communicate outcomes of complex challenges
• Intelligent initiator: Articulate, motivated, creative, and organized, with the ability to learn the technical and financial details of our business quickly.
• Understanding of finance / business concepts (NPV, ROI, IRR, etc)
• Strong network of potential business.

Job Type: Commission

Apply Online:
http://www.indeed.com/cmp/SunPeak-LLC/jobs/Commercial-Solar-Sales-629f2450ed6cfe7b?sjdu=QwrRXKrqZ3CNX5W-O9jEvXvB_tT-ulVWta9o2Y0FVBckyvlFlId8L0byjAShBc_5cN6ub2SSwqZoY1dx6HYyO_Fb_LpcRH9pm1Naiz6jgxkbrCCU5qv
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