



## **Solar Sales Representative (NABCEP)**

### **Job details**

Salary

Up to \$150,000 per year

Job Type

Full-time

Number of hires for this role

4+

### **Qualifications**

- NABCEP (PV Sales Professional Credential Preferred)
- Driver's License Class C

### **Full Job Description**

#### **Job Description:**

ECG Solar is positioned for strong growth and offering outstanding opportunities to individuals seeking an exciting work environment. We are looking for passionate, creative and ambitious team members to join us. We offer advanced in-house solar PV training by some of the industry's best. We are here to educate our customers about the benefits of choosing solar energy.

#### **Responsibilities:**

- Organize, lead, and train crews to complete projects within established policies and procedures.
- Complete projects within strict timeframes and allowed budgets.
- Assemble the solar array racking, properly seal all roof penetrations, and install all relative equipment.
- Competently delegate work amongst crew and resolve potential crew issues.
- Order and ensure all materials are in hand before scheduled work.
- Diagnose and troubleshoot system malfunctions and operational issues.
- Fully commission projects including setup of online monitoring of accounts.
- Maintain high levels of quality assurance and quality control with an emphasis on safety.
- Communicate with customers in a professional, considerate, and respectful manner, answering all questions and concerns to the best of your ability.
- General Construction work: using hand tools, measuring, leveling, assembling etc.
- Other duties as assigned.

#### **Educational, professional and/or other requirements:**

- Min High School Diploma or GED.
- Work with online tools to develop solar system proposals as a visual example for homeowners.
- Conduct analysis of customer's current & projected electrical usage and work with internal supporting staff.
- Advise financial benefits of solar to consumer.
- Advise of financing options along with incentives and grants.



- Advisee customer how the process works within ECG Solar, the AHJ and the utility company.
- Use generated project proposals to create quotes for customers including project P&L's.
- Close/sign contracts at client homes and collecting payments.
- Keep in contact with customers during the sales and install process of current project status.
- Log all communications with customers in contact database
- Good Attendance and being prompt with attention to details.
- **Soft leads will be provided but self-generated sales are encouraged and will be rewarded.**
- Experience self-generating customer leads, exceptional follow up skills
- A track record of achievement as evidenced by sales awards, beating quota, etc.
- Must be highly proficient with computer skills - we move fast!
- Microsoft Office, Outlook and Excel a must.
- Motivated by career advancement, high income potential, and making a difference.
- High integrity, ability to put customers at ease.
- Must be flexible working weekend and evening hours.
- Excellent customer service skills required.
- Excellent written and verbal communication skills required.
- Maintain valid Driver's License and clean driving record (MVR pull program mandatory).
- Ability to innovate and improve operations and solve complex problems.
- Thrive in a team environment.
- High integrity and enthusiasm and a genuine desire to excel oneself and the company!

#### **Physical Requirements:**

While performing the duties of this job, the employee is frequently required to do the following:

- Must have full range and mobility in upper and lower body; ability to work in various positions & environments, including, but not limited to, stooping, standing, bending, sitting, kneeling and squatting for extended periods of time.
- Ability to climb ladders for attic and roof access for potential site assessments.
- Working conditions require being exposed to outdoor weather conditions.

#### **Benefits for Full-Time Positions:**

- Competitive Commissions with benefits.
- Career path opportunities for top performers.

#### **Other Duties**

Please note this job description is not designed to cover or contain a comprehensive listing of activities, duties or responsibilities that are required of the employee for this job. Duties, responsibilities and activities may change at any time with or without notice.

Job Type: Full-time

Pay: Commission Pay starting at \$40k up to \$150K +

Benefits:

- Dental insurance Available
- Health insurance Available
- Referral program



- Performance Bonus
- Tuition reimbursement
- Vision insurance Available

Schedule:

- Monday to Friday
- As required to close sales

Experience:

- Residential / Commercial Solar Sales: 1 year (Preferred) Sales in General Min 2 years.

License/Certification:

- Driver's License (Preferred)

Work Location:

- Eastern and Central Iowa, South East Minnesota, South West Wisconsin, Northern Illinois.

This Company Describes Its Culture as:

- Detail-oriented -- quality and precision-focused
- Team-oriented -- cooperative and collaborative

This Job Is:

- A job for which military experienced candidates are encouraged to apply
- Must reside within service area.
- On the road, working remotely with occasional meetings/training sessions at office.

Company's website:

- <https://ecgsolar.com/>

Benefit Conditions:

- Waiting period may apply
- Only full-time employees eligible

Apply by resume:

[info@ecgsolar.com](mailto:info@ecgsolar.com)

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